

FOR SALE: Single Tenant Commercial Investment

Speedy Cash

3700 Leopard St, Corpus Christi, Texas 78408

retail

solutions



SPEEDY CASH  
NNM Investment

RETAILERS



- Long-established tenant at this location. Speedy Cash first opened here in 2004 and is in 2nd lease renewal period.
- Speedy cash is a subsidiary of Curo Group Holdings (CURO, NYSE) which had \$542 million revenue in first 6 months of 2019.
  - Located just blocks from The Port of Corpus Christi credited with 80,000 port related jobs. The port was the #1 crude oil exporting port and 4th largest U.S. port by total tonnage in 2017.
  - 110,430 residents & 84,179 daytime employees within 5 miles
  - Highly visible signalized hard corner location.
  - The property features an oversized lot, abundant parking and drive-thru.
  - Low price point and income-tax free state.

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For More Information:  
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FOR SALE: Single Tenant NNN Leased Investment

**Speedy Cash**

3710 Leopard St Corpus Christi, Texas 78408



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### Investment Summary

Tenant: Speedy Cash

Lease Start:

End of Current Lease Term:

Price:

Capitalization Rate:

Terms:

### Property Information

Property Address: 3710 Leopard Street  
Corpus Christi, TX 78408

Location: Northeast corner of  
Leopard Street & Up  
River Road, just south of  
Interstate 37

County: Nueces

Gross Leasable Area: 1,782 SF

Lot Size: 0.55 Acres

Year Built: 1979

Occupancy: 100%

Lease Type: NNN (Landlord  
responsible for roof and  
structure)

Right of First Offer: Tenant has 5 days to  
match a purchase offer



### Property Highlights

- Long-established tenant at this location. Speedy Cash first opened here in 2004 and is in 2nd lease renewal period.
- Speedy cash is a subsidiary of Curo Group Holdings (CURO, NYSE) which had \$542 million revenue in first 6 months of 2019.
- Located close to The Port of Corpus Christi credited with 80,000 port related jobs. The port was the #1 crude oil exporting port and 4th largest U.S. port by total tonnage in 2017.
- 110,430 residents & 84,179 daytime employees within 5 miles
- Highly visible signalized hard corner location.
- The property features an oversized lot, abundant parking and drive-thru.
- Low price point and income-tax free state.

#### **TRAFFIC COUNTS:** (TXDOT 2017)

- Leopard St: 8,922 VPD
- I-37: 53,250 VPD



# Speedy Cash

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## Aerial



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**Tenant Information**

- “Since we opened our doors in 1997, we have believed in the vision of helping consumers who are in a tough spot financially. We’ve come a long way since opening our first store in Riverside, California and we’re so excited to be the lender we are today. Our customers are hard-working people who find themselves in need of a short-term loan - critical funds they may not be able to easily borrow from traditional banks.”
- “Speedy Cash offers a variety of convenient, easily-accessible financial services. This includes payday loans, title loans, installment loans, lines of credit and check cashing, and we are the exclusive provider of Opt+ prepaid debit cards.”
- The tenant entity (The Money Store, L.P.) is a subsidiary of CURO Group Holdings.

**CURO Group Holdings (CURO, NYSE)**

- Founded 1997
- Website: [www.curo.com](http://www.curo.com)
- Headquartered: Wichita Kansas
- \$793 million revenue & \$162 million adjusted EBITDA (January 2018 – September 2018)
- CURO operates under a number of brands, including Speedy Cash, Rapid Cash, Cash Money, LendDirect, Avio Credit, Opt+, Juo Loans and WageDayAdvance
- CURO operates in the United States, Canada and The United Kingdom

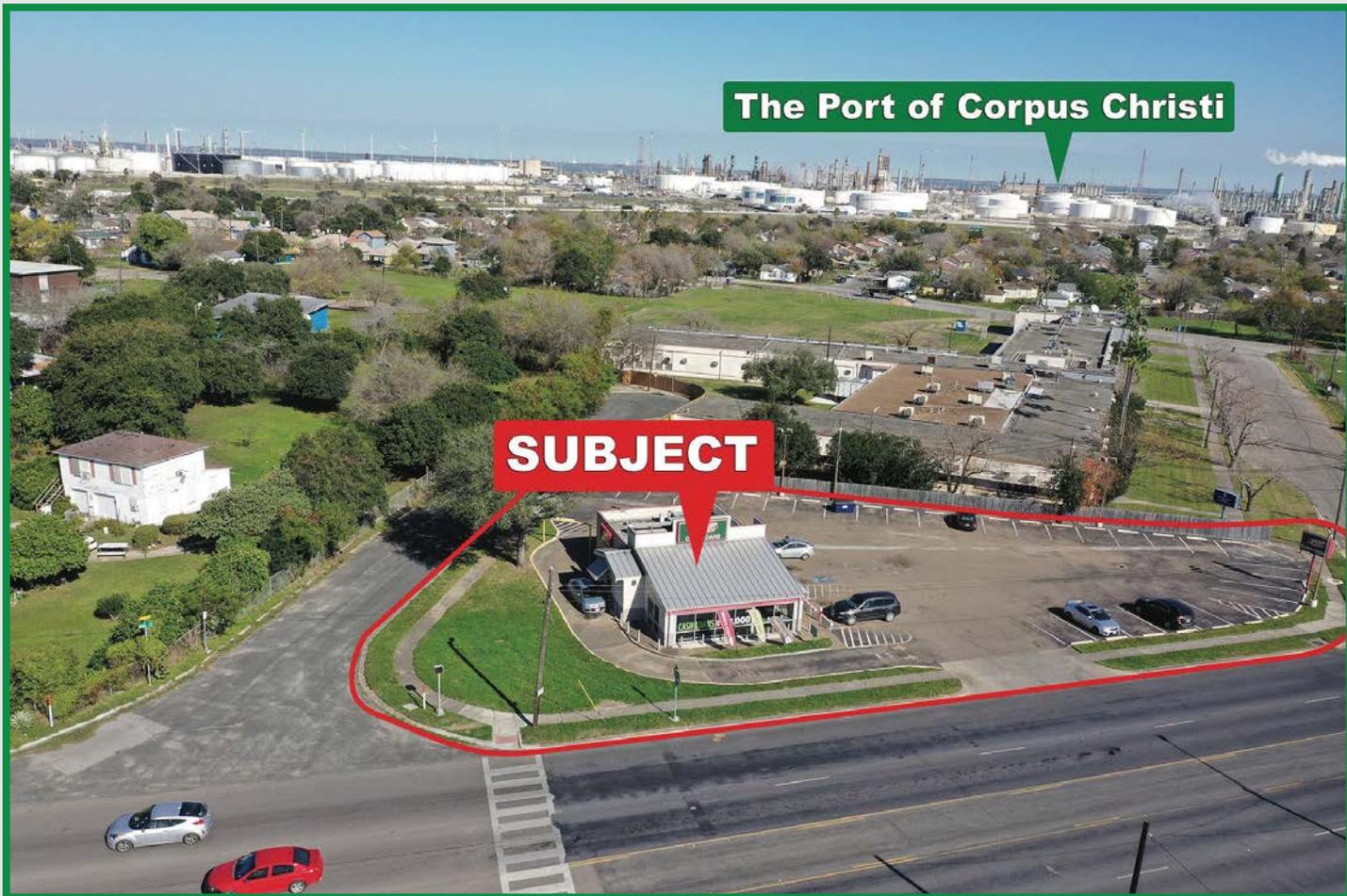
**Moody's upgrades Curo Group Holdings Corp to B3; outlook stable****Moody's Investors Service**

New York, August 07, 2018 -- Moody's Investors Service ("Moody's") upgraded Curo Group Holdings Corp.'s ("Curo") corporate family rating and Curo Financial Technologies Corp.'s senior secured rating to B3 from Caa1. The outlook is stable.

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## Demographic Snapshot



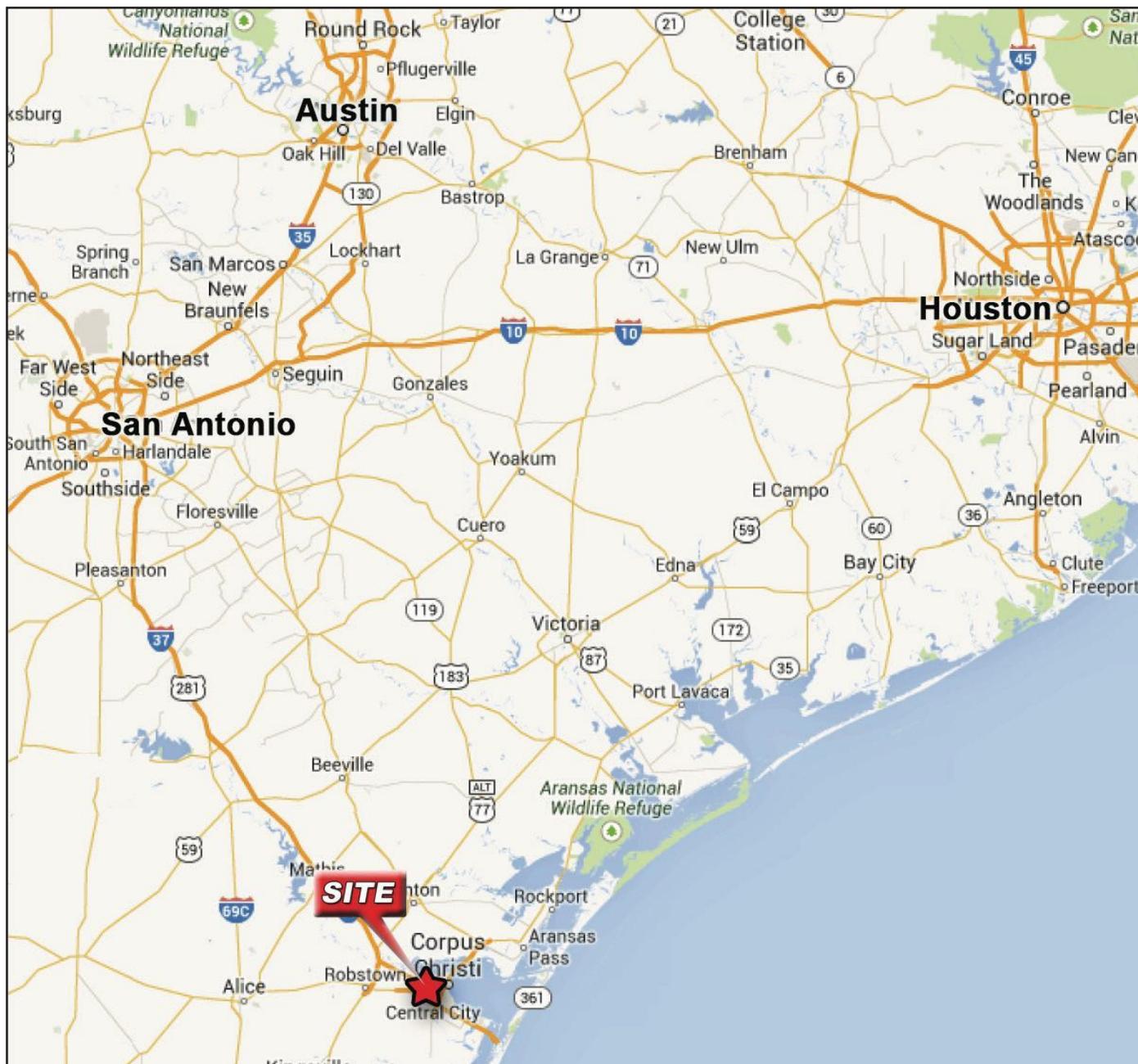
### DEMOGRAPHICS

	1 mile	3 miles	5 miles
Daytime Employees 2018	5,133	55,936	84,946
Population 2018	9,892	59,692	110,372
Average Household Income 2018	\$50,204	\$45,263	\$51,726

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## Region Map



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Site Plan Aerial



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## About Corpus Christi



Corpus Christi is strategically located on the Gulf of Mexico and is the eighth largest city in Texas. The city has a population of over 335,000 with a metropolitan population over 470,000.

Energized by many positive factors, Corpus Christi's robust economy has gained tremendous momentum in recent years, creating a solid foundation for growth and prosperity into the 21st century.

Corpus Christi is a center for petrochemical manufacturing, large-scale fabrication, aviation, marine research, maritime shipping and tourism. It is also an emerging center for energy technologies and knowledge-based industries.

The Corpus Christi region offers many exceptional assets for business development. Corpus Christi is also a major trade gateway for Mexico and Latin America. The Port of Corpus Christi is the fourth largest port in the U.S. in terms of tonnage.

*Source: Corpus Christi Regional Economic Development Corporation*

**Key Economic Drivers in Corpus Christi include:**

- Energy (Eagle Ford Shale)
- Port of Corpus Christi
- Industrial growth
- Military bases

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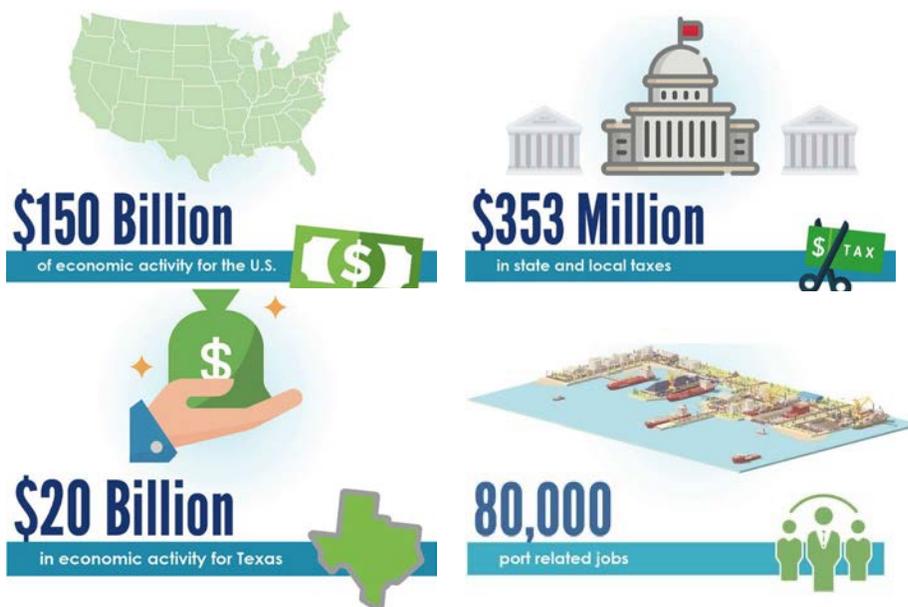
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## Economic Drivers



# PORT CORPUS CHRISTI®

## 2018 ECONOMIC IMPACT HIGHLIGHTS



## ENVIRONMENTAL HIGHLIGHTS

We are committed to protecting the environment where we live, work, and play. We consider the environment in everything we do. Some highlights of our environmental achievements include:

### 2018 Texas Environmental Excellence Award

Governor Greg Abbott and Texas Commission on Environmental Quality Commissioners recognized the Port in May as the TCEQ honored the Port of Corpus Christi with a prestigious Texas Environmental Excellence Award in the Pollution Prevention category for our efforts to protect the state's natural resources through innovative and proactive environmental and sustainability initiatives.

### Green Marine Certified Port since 2016

Green Marine is a voluntary environmental certification program for the marine industry that addresses 12 key performance indicators. Participants benchmark their annual environmental performance and then verify the results with an accredited external verifier. The Port of Corpus Christi is the only certified Port in Texas.

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## Economic Drivers



# PORT CORPUS CHRISTI®

- 4th largest port in the United States in total tonnage. <sup>(8)</sup>
- The port is located approximately 150 miles north of the Mexican border. It is one of the deepest ports on the Gulf of Mexico coast with a channel depth of 45 feet. The Channel is about 30 miles long. <sup>(6)</sup>
- Dredging will lower the first portion of the 36-mile-long ship channel to 54 feet from its current 47 feet. A second phase of the project will take the channel down to 56 feet out into the Gulf of Mexico. <sup>(16)</sup>
- Port Corpus Christi is the largest U.S. produced crude export port in the United State. More than 200 million barrels were exported in 2017. The port generates \$150 billion of economic activity for the United States and \$20 billion in Texas. <sup>(8)</sup>
- In 2017, 1.6 million barrels were exported per day. Exports from the port account for over 27% of U.S. crude oil exports in 2017. New investments could increase barrel exports to 2.3 million per day. <sup>(12)</sup>
- “...companies are building docks, storage tanks and other facilities in Corpus Christi to take advantage of the oil boom in the Eagle Ford shale formation 100 miles away.” <sup>(1)</sup>
- “It’s a challenge for employers to find good-quality people,” Brogan said. “There’s no shortage of jobs.”<sup>(1)</sup> Port industries employ 80,000 people. <sup>(8)</sup>



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## Economic Drivers

**Industrial Growth**

Very significant investments in new or expanding industrial facilities are being made in the Corpus Christi Metro. Here are some examples:

**Epic Pipeline in the works**

- The Epic Project consists of two pipelines, one for crude oil and one for natural gas. The crude pipeline will stretch 700 miles from Orla, Texas to Corpus Christi to be exported at the port. The pipeline will provide 550,000 barrels per day from the Permian and Eagle Ford Basins.
- The natural gas pipeline will link the reserves in Permian and Eagle Ford to the coast.
- Both pipelines are expected to operate by the second half of 2019. <sup>(4)</sup>

**Gulf Coast Growth Ventures Project****ExxonMobil**

ExxonMobile plans a plastics chemical plant:

- The project is expected to add \$50 billion to the Corpus Christi economy. <sup>(5)</sup>
- The project is expected to create 600 permanent jobs. <sup>(13)</sup>

1/16/2019 — Houston based POTAC LLC is expanding its crude oil terminal to Corpus Christi. The coastal port city is one of four destinations in the Gray Oak Pipeline. <sup>(15)</sup> The Gray Oak Pipeline connects the Permian Basin to the Gulf Coast.

- The acquired 236 acres of land will accommodate 10 million barrels of liquid storage.

## solutions

**Port of Corpus Christi Dredging to Begin**

Corpus Christi Business News | January 7, 2019 | Suzanne Freeman

“Thirty years in the planning, dredging should begin soon in the Corpus Christi Channel Improvement Project. The first construction contract has been awarded by the U.S. Army Corps of Engineers to Great Lakes Dredge & Dock Co. LLC of Oak Brook, Illinois. The first phase of the dredging will cost \$93 million and run from the entrance of the ship channel to Harbor Island. Work is expected to begin in the second quarter of this year.

“The award of this first dredging contract is without a doubt the most important development we will see in 2019,” said Port of Corpus Christi Commission Chairman Charlie Zahn in a statement. “Building critical infrastructure for the energy sector is our primary mission and will allow larger vessels access to much needed export facilities, safely and responsibly.”

Dredging will lower the first portion of the 36-mile-long ship channel to 54 feet from its current 47 feet. A second phase of the project will take the channel down to 56 feet out into the Gulf of Mexico.

Port CEO Sean Strawbridge called the award “an extraordinary step forward in positioning the United States as the largest exporter of energy in the world.” **Currently, the Port of Corpus Christi is the leading U.S. crude oil export port in the country in total tonnage.**

Initial bids for the project came in over budget last summer, setting back the Port of Corpus Christi’s timetable about eight months (never mind the 30-year wait for funding). Originally promised in 1990, funding from the federal government has finally come through. Congress approved a total of \$95 million in appropriations in 2018 and 2019 for the dredging project. The port will supply \$130 million toward the \$360 million price tag. Another \$135 million is expected from the federal government in the future to complete the project. Just in case, the board of commissioners voted in June 2018 to issue \$217 million in bonds to keep the project moving, no matter how slowly government funding comes in.

The timetable for completion should coincide with the opening of the new Harbor Bridge in 2021. The taller bridge and deeper ship channel will allow for bigger ships to fully load dockside rather than in the Gulf. Dockside loading is cheaper, faster, and less prone to hazardous content spills.

Moving forward on the long-awaited project can only boost port business and the local economy, said Lasse Petterson, chief executive officer for Great Lakes Dredge & Dock Co. With 128 years in the dredging business, Great Lakes Dredge & Dock has worked on the Deepwater Horizon oil spill cleanup, deepening PortMiami harbor, and multiple projects in Texas, including with the Port of Corpus Christi.

“As the largest dredging company in the U.S., we have a long and successful history working in Texas,” Petterson said. “We are confident that this will drive the much-anticipated future investment and development in the Port, since, as we like to say, ‘It all starts with dredging!’”

<https://www.ccbiznews.com/news/port-of-corpus-christi-dredging-to-begin>

Demographics

3710 Leopard St Corpus Christi, TX 78408	1 mi radius	3 mi radius	5 mi radius
<b>Population</b>			
Estimated Population (2018)	9,892	59,692	110,372
Projected Population (2023)	10,107	61,055	111,103
Census Population (2010)	9,570	56,977	107,489
Census Population (2000)	9,752	57,665	106,953
Projected Annual Growth (2018-2023)	215 0.4%	1,363 0.5%	731 0.1%
Historical Annual Growth (2010-2018)	322 0.4%	2,715 0.6%	2,883 0.3%
Historical Annual Growth (2000-2010)	-182 -0.2%	-688 -0.1%	536 0.1%
Estimated Population Density (2018)	3,150 <i>psm</i>	2,112 <i>psm</i>	1,406 <i>psm</i>
Trade Area Size	3.1 <i>sq mi</i>	28.3 <i>sq mi</i>	78.5 <i>sq mi</i>
<b>Households</b>			
Estimated Households (2018)	3,470	21,306	39,891
Projected Households (2023)	3,705	22,806	41,987
Census Households (2010)	3,221	19,716	37,550
Census Households (2000)	3,091	18,622	35,570
Projected Annual Growth (2018-2023)	235 1.4%	1,500 1.4%	2,096 1.1%
Historical Annual Change (2000-2018)	379 0.7%	2,684 0.8%	4,321 0.7%
<b>Average Household Income</b>			
Estimated Average Household Income (2018)	\$50,204	\$45,263	\$51,726
Projected Average Household Income (2023)	\$54,899	\$49,442	\$57,595
Census Average Household Income (2010)	\$31,305	\$33,897	\$41,924
Census Average Household Income (2000)	\$31,991	\$28,784	\$35,327
Projected Annual Change (2018-2023)	\$4,695 1.9%	\$4,180 1.8%	\$5,869 2.3%
Historical Annual Change (2000-2018)	\$18,212 3.2%	\$16,479 3.2%	\$16,399 2.6%
<b>Median Household Income</b>			
Estimated Median Household Income (2018)	\$39,952	\$35,550	\$41,061
Projected Median Household Income (2023)	\$44,980	\$40,238	\$46,638
Census Median Household Income (2010)	\$25,877	\$25,912	\$31,224
Census Median Household Income (2000)	\$23,965	\$21,232	\$26,086
Projected Annual Change (2018-2023)	\$5,028 2.5%	\$4,688 2.6%	\$5,577 2.7%
Historical Annual Change (2000-2018)	\$15,987 3.7%	\$14,318 3.7%	\$14,975 3.2%
<b>Per Capita Income</b>			
Estimated Per Capita Income (2018)	\$17,660	\$16,876	\$19,127
Projected Per Capita Income (2023)	\$20,174	\$19,173	\$22,195
Census Per Capita Income (2010)	\$10,536	\$11,729	\$14,645
Census Per Capita Income (2000)	\$10,061	\$9,325	\$11,642
Projected Annual Change (2018-2023)	\$2,514 2.8%	\$2,297 2.7%	\$3,068 3.2%
Historical Annual Change (2000-2018)	\$7,599 4.2%	\$7,552 4.5%	\$7,486 3.6%
Estimated Average Household Net Worth (2018)	\$220,738	\$222,899	\$263,542

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3710 Leopard St Corpus Christi, TX 78408		1 mi radius	3 mi radius	5 mi radius	RFULL9
<b>Race and Ethnicity</b>					
Total Population (2018)		9,892	59,692	110,372	
White (2018)		7,219 73.0%	44,790 75.0%	85,224 77.2%	
Black or African American (2018)		899 9.1%	3,902 6.5%	6,454 5.8%	
American Indian or Alaska Native (2018)		63 0.6%	404 0.7%	712 0.6%	
Asian (2018)		32 0.3%	270 0.5%	671 0.6%	
Hawaiian or Pacific Islander (2018)		5 0.1%	15 -	41 -	
Other Race (2018)		1,415 14.3%	8,839 14.8%	14,552 13.2%	
Two or More Races (2018)		260 2.6%	1,473 2.5%	2,718 2.5%	
Population < 18 (2018)		2,457 24.8%	14,538 24.4%	27,089 24.5%	
White Not Hispanic		121 4.9%	975 6.7%	2,357 8.7%	
Black or African American		184 7.5%	868 6.0%	1,517 5.6%	
Asian		9 0.4%	41 0.3%	108 0.4%	
Other Race Not Hispanic		20 0.8%	143 1.0%	276 1.0%	
Hispanic		2,124 86.4%	12,510 86.1%	22,831 84.3%	
Not Hispanic or Latino Population (2018)		1,722 17.4%	11,580 19.4%	23,290 21.1%	
Not Hispanic White		836 48.5%	7,461 64.4%	16,253 69.8%	
Not Hispanic Black or African American		797 46.3%	3,446 29.8%	5,599 24.0%	
Not Hispanic American Indian or Alaska Native		8 0.5%	114 1.0%	201 0.9%	
Not Hispanic Asian		28 1.6%	228 2.0%	567 2.4%	
Not Hispanic Hawaiian or Pacific Islander		1 0.1%	6 -	23 0.1%	
Not Hispanic Other Race		13 0.8%	78 0.7%	129 0.6%	
Not Hispanic Two or More Races		39 2.2%	247 2.1%	516 2.2%	
Hispanic or Latino Population (2018)		8,170 82.6%	48,112 80.6%	87,082 78.9%	
Hispanic White		6,383 78.1%	37,329 77.6%	68,971 79.2%	
Hispanic Black or African American		102 1.2%	456 0.9%	855 1.0%	
Hispanic American Indian or Alaska Native		55 0.7%	290 0.6%	510 0.6%	
Hispanic Asian		4 -	41 0.1%	104 0.1%	
Hispanic Hawaiian or Pacific Islander		4 -	9 -	18 -	
Hispanic Other Race		1,401 17.2%	8,761 18.2%	14,423 16.6%	
Hispanic Two or More Races		222 2.7%	1,226 2.5%	2,201 2.5%	
Not Hispanic or Latino Population (2010)		1,745 18.2%	11,068 19.4%	23,838 22.2%	
Hispanic or Latino Population (2010)		7,825 81.8%	45,909 80.6%	83,651 77.8%	
Not Hispanic or Latino Population (2000)		2,307 23.7%	11,911 20.7%	26,520 24.8%	
Hispanic or Latino Population (2000)		7,446 76.3%	45,755 79.3%	80,433 75.2%	
Not Hispanic or Latino Population (2023)		1,768 17.5%	11,823 19.4%	23,330 21.0%	
Hispanic or Latino Population (2023)		8,338 82.5%	49,232 80.6%	87,773 79.0%	
Projected Annual Growth (2018-2023)		168 0.4%	1,121 0.5%	691 0.2%	
Historical Annual Growth (2000-2010)		379 0.5%	155 -	3,218 0.4%	

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RFULL9						
<b>Transportation To Work (2015)</b>						
Worker Base Age 16 years or Over	4,558		28,231		52,376	
Drive to Work Alone	3,717	81.5%	22,288	78.9%	42,160	80.5%
Drive to Work in Carpool	487	10.7%	2,749	9.7%	4,945	9.4%
Travel to Work by Public Transportation	154	3.4%	1,285	4.6%	2,032	3.9%
Drive to Work on Motorcycle	7	0.2%	57	0.2%	93	0.2%
Bicycle to Work	9	0.2%	75	0.3%	123	0.2%
Walk to Work	64	1.4%	805	2.9%	1,141	2.2%
Other Means	65	1.4%	512	1.8%	806	1.5%
Work at Home	56	1.2%	459	1.6%	1,077	2.1%
<b>Daytime Demographics (2018)</b>						
Total Businesses	396		3,666		5,709	
Total Employees	5,133		55,936		84,946	
Company Headquarter Businesses	3	0.8%	22	0.6%	28	0.5%
Company Headquarter Employees	197	3.8%	5,290	9.5%	7,613	9.0%
Employee Population per Business	13.0 to 1		15.3 to 1		14.9 to 1	
Residential Population per Business	25.0 to 1		16.3 to 1		19.3 to 1	
Adj. Daytime Demographics Age 16 Years or Over	8,031		77,772		123,417	
<b>Labor Force</b>						
Labor Population Age 16 Years or Over (2018)	7,738		46,747		86,387	
Labor Force Total Males (2018)	3,826	49.5%	23,242	49.7%	42,319	49.0%
Male Civilian Employed	2,623	68.5%	13,693	58.9%	25,758	60.9%
Male Civilian Unemployed	51	1.3%	733	3.2%	1,586	3.7%
Males in Armed Forces	-	-	9	-	9	-
Males Not in Labor Force	1,152	30.1%	8,807	37.9%	14,967	35.4%
Labor Force Total Females (2018)	3,911	50.5%	23,505	50.3%	44,067	51.0%
Female Civilian Employed	2,217	56.7%	11,209	47.7%	22,149	50.3%
Female Civilian Unemployed	69	1.8%	580	2.5%	1,319	3.0%
Females in Armed Forces	-	-	-	-	1	-
Females Not in Labor Force	1,625	41.5%	11,717	49.8%	20,598	46.7%
Unemployment Rate		1.6%		2.8%		3.4%
Labor Force Growth (2010-2018)	105	2.2%	35	0.1%	-35	-0.1%
Male Labor Force Growth (2010-2018)	42	1.6%	21	0.2%	-19	-0.1%
Female Labor Force Growth (2010-2018)	64	3.0%	14	0.1%	-16	-0.1%
<b>Occupation (2015)</b>						
Occupation Population Age 16 Years or Over	4,735		24,867		47,942	
Occupation Total Males	2,581	54.5%	13,673	55.0%	25,776	53.8%
Occupation Total Females	2,153	45.5%	11,195	45.0%	22,165	46.2%
Management, Business, Financial Operations	292	6.2%	1,595	6.4%	3,564	7.4%
Professional, Related	686	14.5%	3,190	12.8%	7,222	15.1%
Service	1,231	26.0%	7,102	28.6%	12,864	26.8%
Sales, Office	1,041	22.0%	5,571	22.4%	11,200	23.4%
Farming, Fishing, Forestry	2	-	17	0.1%	40	0.1%
Construction, Extraction, Maintenance	829	17.5%	4,264	17.1%	7,233	15.1%
Production, Transport, Material Moving	653	13.8%	3,127	12.6%	5,818	12.1%
White Collar Workers	2,019	42.6%	10,357	41.6%	21,986	45.9%
Blue Collar Workers	2,715	57.4%	14,510	58.4%	25,956	54.1%

This report was produced using data from private and government sources deemed to be reliable. The information herein is provided without representation or warranty.

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**Economic Drivers**

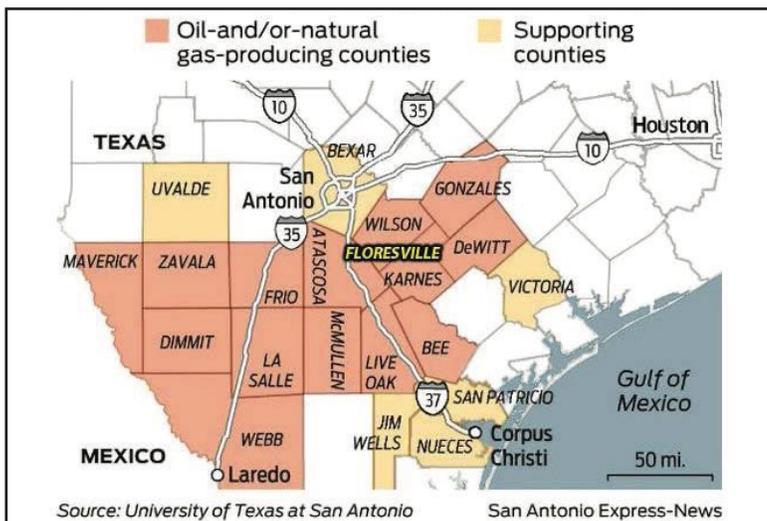
**Eagle Ford Shale**

Corpus Christi counties are not active in mining for oil or natural gas. However, Nueces and San Patricio counties are “supporting counties” and are significant beneficiaries of the boom in Eagle Ford oil shale.



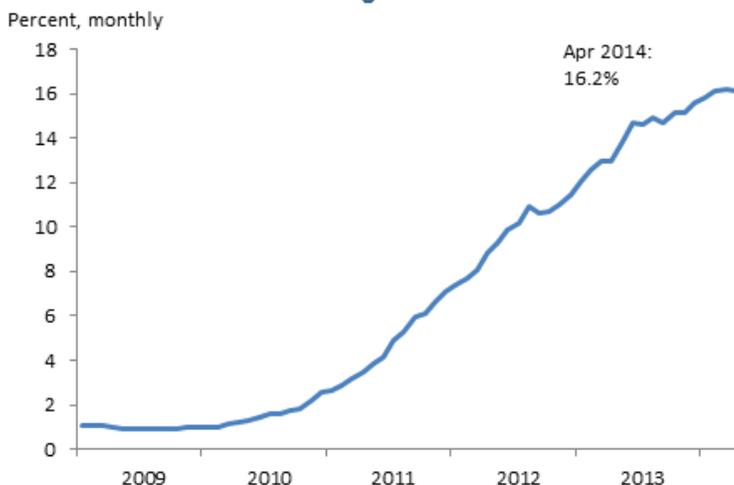
Oil and gas production in the Eagle Ford Shale has helped boost employment growth by more than 10 percent in Corpus Christi’s mining and construction industries. Local businesses in lodging and food services together have added 8 percent more jobs due to spillover from the oil boom.

“The Eagle Ford is the most active shale play in the world with over 100 rigs running.” (2) In 2016, the Eagle Ford Shale play had a \$5.49 million economic output in Nueces county and \$5.06 million in San Patricio. (14)



Per the University of Texas San Antonio Institute of Economic Development (March 2013) - **For the 20-county area, Eagle Ford Shale activity generated over \$61 billion in economic impact and supported 116,000 jobs in 2012. The economic impact in 2022 is projected to be over \$89 billion supporting 127,000 jobs (7)**

**Share of U.S. Oil Produced in Eagle Ford**



Per the Federal Reserve Bank of Dallas: “In January 2010, the Eagle Ford produced just 1 percent of U.S. oil, but by April 2014, it accounted for 16.2 percent of the nation’s oil production.”(9)

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## Information Sources

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**Corpus Christi Major Employers**

**2018 Employment by Industry – Corpus Christi MSA**

Industry	Employment
Total Nonagricultural	195,900
Mining, Logging, & Construction	27,700
Manufacturing	8,400
Trade, Transportation, and Utilities	34,100
Information	1,700
Financial Activities	7,900
Professional & Business Services	18,400
Educational & Health Services	31,800
Leisure & Hospitality	24,400
Other Services	6,500
Government	35,000

Source: Texas Workforce Commission



**Texas A&M University Corpus Christi**

The area's premier institution of higher learning enrolls more than 10,000 students and is part of The Texas A&M University System.



**Del Mar College**

The largest institution of higher education in South Texas

**2018 Major Employers – Corpus Christi MSA**

Business	Type of Product/Service	Civilian Employment
Corpus Christi ISD	School District	5,944
Naval Air Station Corpus Christi	Flight Training	4,500
H.E.B. Stores & Bakery	Grocery	3,840
CHRISTUS Spohn Hospital	Hospital	3,400
Corpus Christi Army Depot	Army	3,400
City of Corpus Christi	Government	3,202
Driscoll Children's Hospital	Hospital	2,136
Corpus Christi Medical Center	Medical Center	1,885
Kiewit Offshore Services	Energy	1,750
Bay Ltd	Construction	1,700
Del Mar College	College	1,500
Nueces County	Government	1,440
Flint Hills Resources	Crude Oil Refining	1,200
Texas A&M University	Four-year University	1,180
Turner Industries	Construction	1,100
Valero Refinery	Crude Oil Refining	800
Kane Beef Processors LCC	Beef Packing and Processing	750
CITGO	Energy	550

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## Listing Team

## Alan Rust, CCIM | Principal

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Alan Rust, CCIM, Principal of Investment Sales, specializes in the sale of retail real estate. He has lead the charge for Retail Solutions with its investment sales program, having assembled a long and diverse track record of success, selling retail assets across the state of Texas.

Alan has been a commercial broker since 2003 and earned the coveted Certified Commercial Investment Member (CCIM) designation in 2007. On multiple occasions, he has earned recognition as a “Heavy Hitter” in retail property sales and leasing from the Austin Business Journal, and he has been named a “Power Broker” as a top broker by the Costar Group.

Prior to moving to Austin in 2007, Alan was a commercial broker in Colorado, where he earned recognition as a “Heavy Hitter” in commercial investment sales from the Denver Business Journal. In addition, he founded and served as president of Snowshoe Ridge Properties, LLC, a successful real estate holding and development firm.

Alan is active in the industry as a long-standing member of the International Council of Shopping Centers (ICSC), the Central Texas Commercial Association of Realtors (CTCAR) and the Real Estate Council of Austin (RECA).

Alan attended Binghamton University in Binghamton, New York, where he earned a BA in Mathematics/Computer Science while minoring in Business Administration.

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**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.

**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.

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Licensed Supervisor of Sales Agent/ Associate	License No.	Email	Phone
Sales Agent/Associate's Name	License No.	Email	Phone

Buyer/Tenant/Seller/Landlord Initials

Date