



Advance Financial 24/7
406 FOREST DRIVE, JONESBOROUGH, TENNESSEE 37659

ZAC CYPRESS, CCIM
Vice President
Colliers International
615.850.2746
zac.cypress@colliers.com



Tenant Overview



Advance Financial offers FLEX Loans, wire transfers, bill payment services, and free money orders. The financial group, founded in 1996, is family-owned and operated in Nashville, Tennessee. Advance Financial operates more than 90 locations throughout Tennessee, employs more than 1,000 local representatives and offers online services in states across the country.

Advance Financial's revenue for 2017 was estimated at \$222mm, with an EBITDA of \$27mm. The company is poised for organic growth from strategic initiatives including Tennessee store growth and online lending growth.

- EBITDA increased \$35M trailing twelve months

Advance Financial was named to the Inc. 5000 list of the fastest-growing private companies in the country for the seventh year in a row. The *Nashville Business Journal* also named Advance Financial 2018's *fourth-fastest growing company* in the Nashville market. *Forbes* included the company on its 2018 list of Best Employers for New Graduates.

Advance Financial was founded in 1996 in Franklin, Tennessee. From its humble beginnings as a 3-store chain, the company has grown to include more than 90 locations throughout Tennessee.

Advance Financial currently employs more than 1,000 of your neighbors. Here is a brief history of their growth:

- 1998 – 3 stores (one in Franklin, two in Nashville) and 3 employees
- 2004 – 13 stores and 20 employees, added stores in Columbia, Dickson, Clarksville, and Lebanon
- 2006 – 18 stores and 40 employees, added stores in Springfield and Lafayette, added Sunday hours
- 2006 – Company's 10-year anniversary!
- 2010 – 26 stores and more than 150 employees, launched 24/7 stores in selected locations
- 2013 – 56 stores and more than 600 employees, chosen as one of The Tennessean's "Top Places to Work" in Nashville
- 2015 – 63 stores and began offering Flex Loans
- 2016 – 80 stores, over 700 employees and celebrated 20th anniversary
- 2018 – 92 stores, over 1,000 employees, online Flex Loans offered in 11 states, Inc. 5000 list 7th year in a row

To learn more, visit www.af247.com.

“
98% of customers
gave Advance
Financial a 4+ star
rating.”

Tenant Highlights



- Stable financial profile in Tennessee and select states through online-originated loan growth
- Mid-teens EBITDA margin
- 2017 Debt-to-EBITDA ratio below 3.5x
- \$1,000 average loan size across approximately 70,000 unique customers
- 40% Revenue Growth projection year-over-year and 90% EBITDA Growth last year (2017)
- Loan portfolio growth of \$30mm in 2017 results in \$100mm loan portfolio at Q4 2017
- Each store expected to contribute \$1.5M in revenue and \$400K EBITDA upon maturity within 2 years

Investment Overview

Colliers International | Nashville is pleased to exclusively offer the opportunity to acquire the Advance Financial located at 406 Forest Drive, Jonesborough, Tennessee. The building is 1,500 SF located on a corner lot on US-321 and Forest Drive. The tenant is on an 11-Year Triple Net Lease with 2% annual increases.



Investment Overview

Tenant	Advance Financial 24/7
Lease Type	NNN
Lease Term	11 Years
Annual Rent	\$84,829.00
Cap Rate	7.25%
Price	\$1,170,000.00

Property Overview

Address	406 Forest Drive, Jonesborough, Tennessee 37659
Building SF	1,500
Highway / Interstate Access	US-321
County	Washington
Parcel Size	.35 Acres
Year Built	2018
Traffic Count 2017	25,618 (AADT)

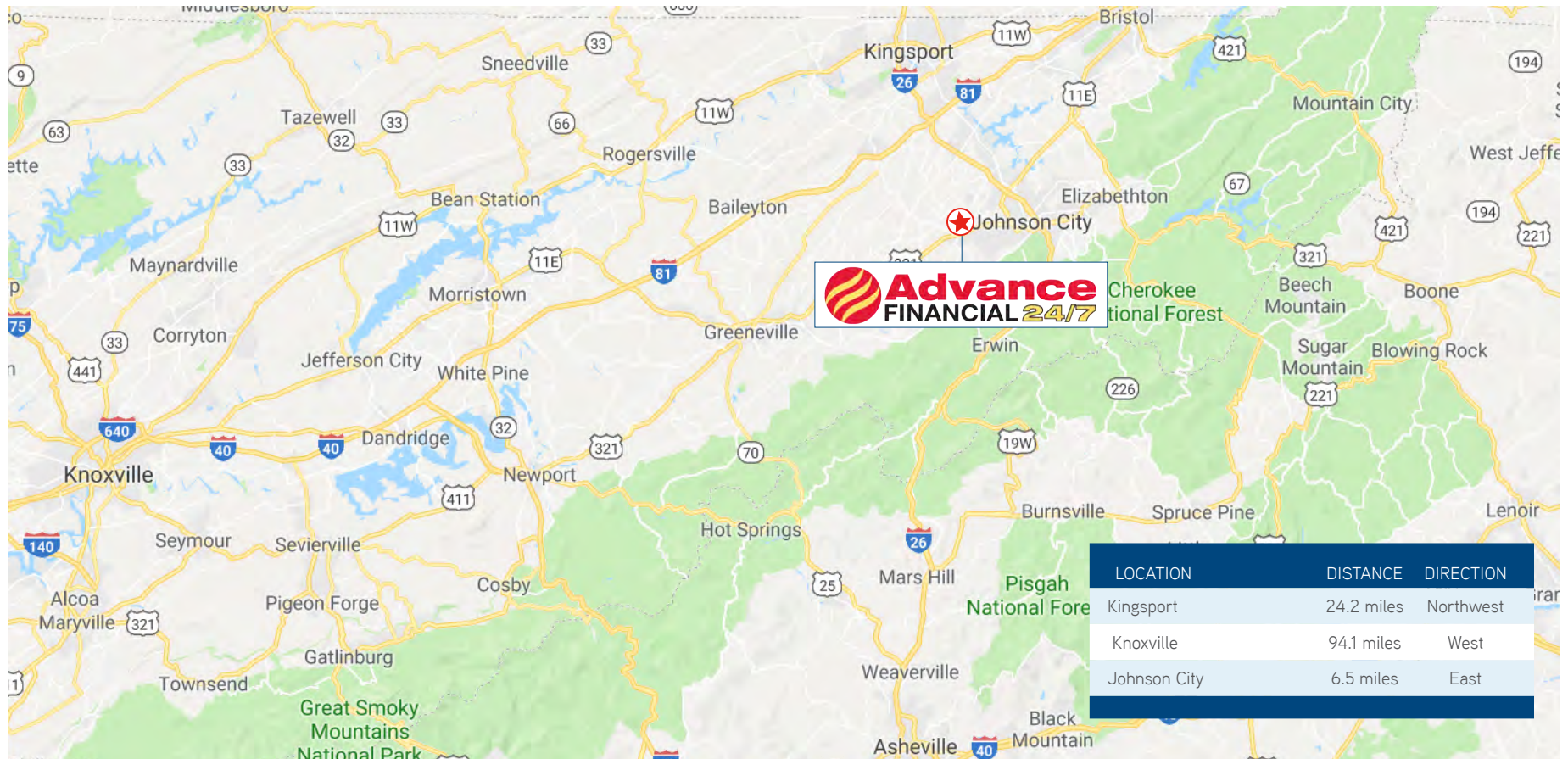
Property Aerial



Property Location



Property Location



Demographics



	3 MILE RADIUS	5 MILE RADIUS	7 MILE RADIUS
2018 Estimated Population	15,907	45,328	87,634
2023 Estimated Population	16,122	46,100	89,901
2010 Census Population	15,118	42,439	83,005
2000 Census Population	12,180	35,612	72,122

2018 Estimated Households	6,840	19,938	38,467
2023 Projected Households	7,001	20,494	39,917
2010 Census Households	6,243	17,775	34,614
2000 Census Households	4,942	14,573	29,856

2018 Est. Average Household Income	\$96,379	\$85,869	\$77,335
2018 Est. Median Household Income	\$56,067	\$54,778	\$53,476
2018 Est. Per Capita Income	\$41,781	\$38,075	\$34,314

2018 Households by Income			
<\$10,000	5.4%	6.6%	6.9%
\$10,000 - \$14,999	4.3%	5.3%	5.8%
\$15,000 - \$24,999	10.1%	10.4%	11.2%
\$25,000 - \$34,999	12.4%	10.3%	10.0%
\$35,000 - \$49,999	15.4%	15.4%	15.4%
\$50,000 - \$74,999	17.3%	19.8%	19.6%
\$75,000 - \$99,999	11.6%	10.5%	10.6%
\$100,000 - \$124,999	6.7%	6.4%	7.1%
\$125,000 - \$149,999	3.2%	4.1%	4.2%
\$150,000 - \$199,999	5.6%	4.6%	4.1%
\$200,000+	8.1%	6.6%	5.1%

Daytime Demographics			
Total Businesses	526	2,138	4,813
Total Employees	3,947	25,369	57,848

Jonesborough Tennessee

Jonesborough, Tennessee, was founded in 1779—17 years before the state was formally established. Proud of its history as Tennessee's oldest city, Jonesborough has since earned the moniker "Storytelling Capital of the World." The city is home to tourist attractions including the International Storytelling Center, which draws thousands of visitors from around the globe each year. With a land area of 4.33 miles and a population of approximately 5,300 people, Jonesborough belongs to the 200,000-person Johnson City Metropolitan Statistical Area. Major area employers include the university, Mountain States Health Alliance, Citi Commerce Solutions, and the Hames H. Quillen VA Medical Center.





COLLIERS INTERNATIONAL
615 3rd Avenue South | Suite 500
Nashville, TN 37210
MAIN 615 850 2700 | FAX 615 244 2957

