



Advance Financial 24/7

406 FOREST DRIVE, JONESBOROUGH, TENNESSEE 37659

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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) |

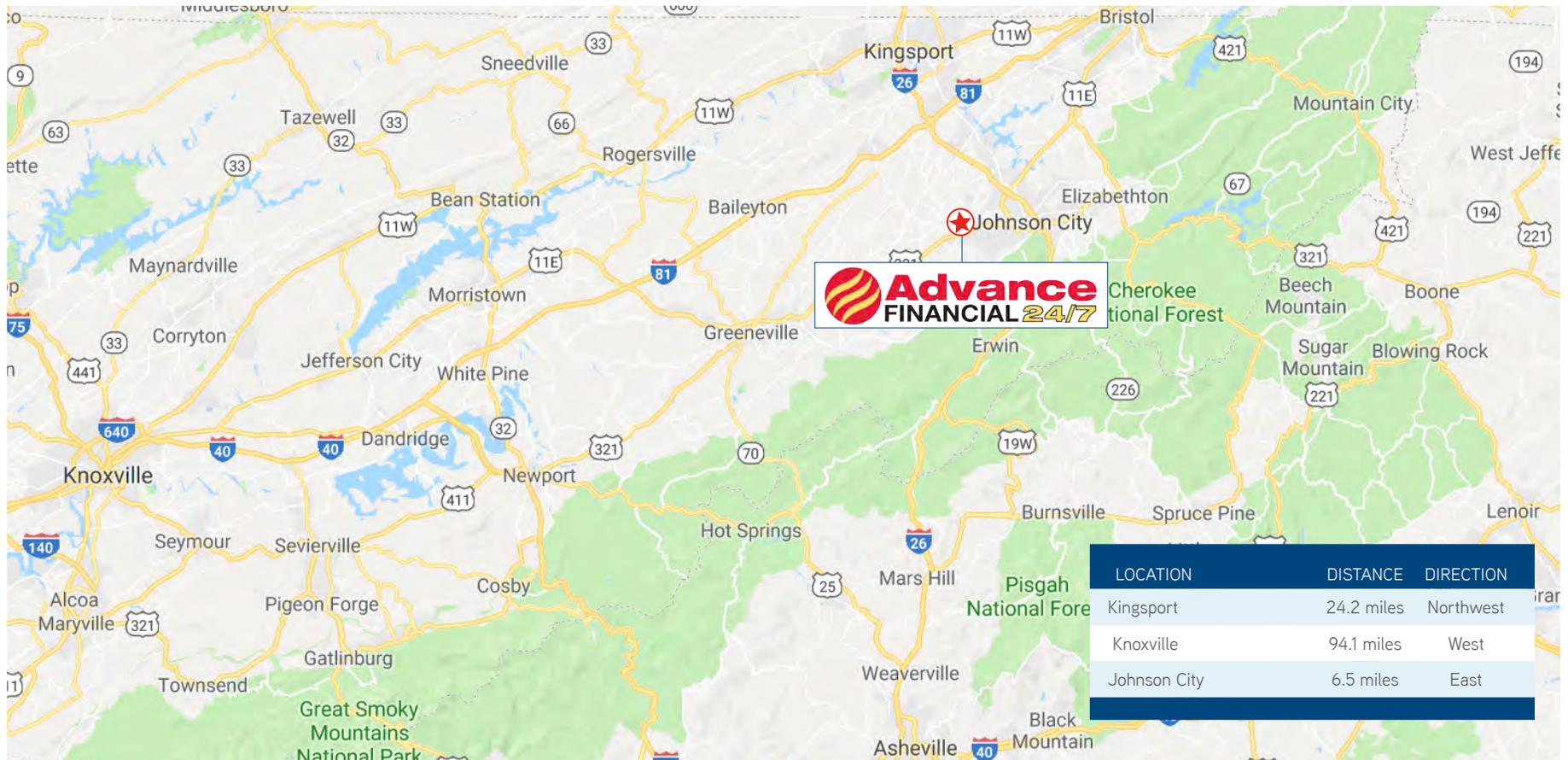
Property Aerial



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.





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