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Offered by:

Teague Griffin  
214-912-6156  
teague@bgrea.com

Luke Brown  
972-658-0769  
luke@bgrea.com



**BROWN & GRIFFIN**  
— Real Estate Advisors, LP —



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## For Sale:

- Commercial Building
- \$125,000
- 4617 US 82 (Summit Ave), Gainesville, TX (Cooke County)
- 26,000 + Vehicles Per Day (VPD)
- 1,600 square feet (1,100 under central heat and air, 500 sq ft of shed)
- (2) Bathrooms
- Easy Access from Hwy 82 or County Road
- **Additional Information about the Business Environment, [Click here](#)**

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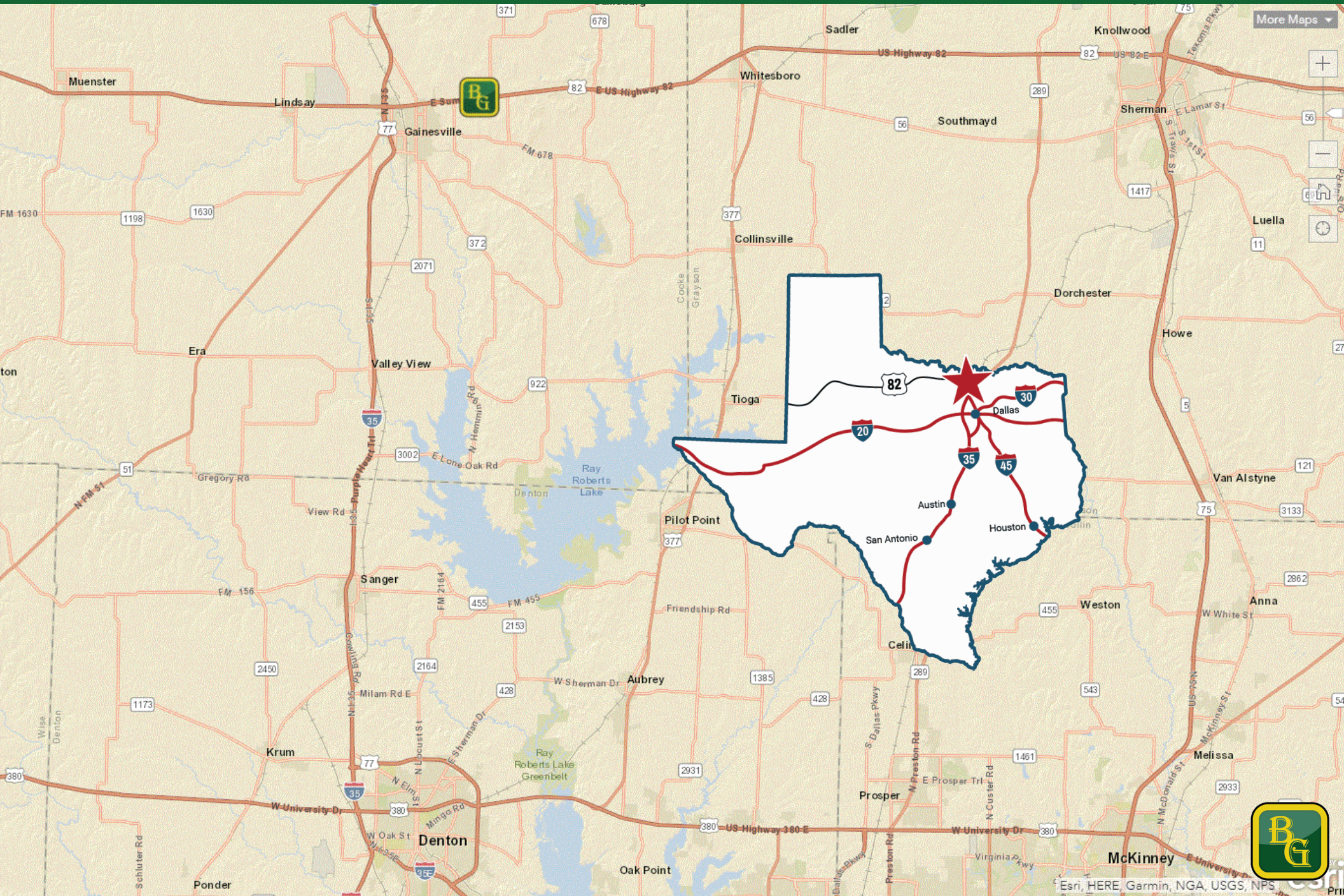
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More Maps



Esri, HERE, Garmin, NGA, USGS, NPS



**Showroom  
&  
Craft Store**

940-736-5020

OPEN MON-FRI 9-4 SAT CALL CLOSED SUN





HIGHWAY 82

COUNTY RD

Subject  
Property

North







HIGHWAY 82



COUNTY ROAD







COUNTY ROAD

Click here to see an  
Aerial Video of the  
Property



HIGHWAY 82















- Executive Summary

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## Executive Summary

Brad  
4617 E Summit Ave, Gainesville, Texas, 76240  
Drive Time: 10 minute radii

Prepared by Esri  
Latitude: 33.64588  
Longitude: -97.08858

10 minutes

### Population

2000 Population	17,629
2010 Population	18,000
2017 Population	18,545
2022 Population	19,029
2000-2010 Annual Rate	0.21%
2010-2017 Annual Rate	0.41%
2017-2022 Annual Rate	0.52%
2017 Male Population	49.3%
2017 Female Population	50.7%
2017 Median Age	34.7

In the identified area, the current year population is 18,545. In 2010, the Census count in the area was 18,000. The rate of change since 2010 was 0.41% annually. The five-year projection for the population in the area is 19,029 representing a change of 0.52% annually from 2017 to 2022. Currently, the population is 49.3% male and 50.7% female.

### Median Age

The median age in this area is 34.7, compared to U.S. median age of 38.2.

### Race and Ethnicity

2017 White Alone	72.5%
2017 Black Alone	5.8%
2017 American Indian/Alaska Native Alone	1.3%
2017 Asian Alone	1.5%
2017 Pacific Islander Alone	0.1%
2017 Other Race	15.4%
2017 Two or More Races	3.5%
2017 Hispanic Origin (Any Race)	30.2%

Persons of Hispanic origin represent 30.2% of the population in the identified area compared to 18.1% of the U.S. population. Persons of Hispanic Origin may be of any race. The Diversity Index, which measures the probability that two people from the same area will be from different race/ethnic groups, is 69.4 in the identified area, compared to 64.0 for the U.S. as a whole.

### Households

2000 Households	6,598
2010 Households	6,625
2017 Total Households	6,780
2022 Total Households	6,945
2000-2010 Annual Rate	0.04%
2010-2017 Annual Rate	0.32%
2017-2022 Annual Rate	0.48%
2017 Average Household Size	2.66

The household count in this area has changed from 6,625 in 2010 to 6,780 in the current year, a change of 0.32% annually. The five-year projection of households is 6,945, a change of 0.48% annually from the current year total. Average household size is currently 2.66, compared to 2.64 in the year 2010. The number of families in the current year is 4,532 in the specified area.

**Data Note:** Income is expressed in current dollars

**Source:** U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2017 and 2022. Esri converted Census 2000 data into 2010 geography.

February 10, 2018





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### Median Household Income

2017 Median Household Income	\$42,082
2022 Median Household Income	\$44,689
2017-2022 Annual Rate	1.21%

### Average Household Income

2017 Average Household Income	\$54,532
2022 Average Household Income	\$59,779
2017-2022 Annual Rate	1.85%

### Per Capita Income

2017 Per Capita Income	\$20,390
2022 Per Capita Income	\$22,272
2017-2022 Annual Rate	1.78%

### Households by Income

Current median household income is \$42,082 in the area, compared to \$56,124 for all U.S. households. Median household income is projected to be \$44,689 in five years, compared to \$62,316 for all U.S. households

Current average household income is \$54,532 in this area, compared to \$80,675 for all U.S. households. Average household income is projected to be \$59,779 in five years, compared to \$91,585 for all U.S. households

Current per capita income is \$20,390 in the area, compared to the U.S. per capita income of \$30,820. The per capita income is projected to be \$22,272 in five years, compared to \$34,828 for all U.S. households

### Housing

2000 Total Housing Units	7,126
2000 Owner Occupied Housing Units	4,113
2000 Renter Occupied Housing Units	2,485
2000 Vacant Housing Units	528
2010 Total Housing Units	7,418
2010 Owner Occupied Housing Units	3,868
2010 Renter Occupied Housing Units	2,757
2010 Vacant Housing Units	793
2017 Total Housing Units	7,655
2017 Owner Occupied Housing Units	3,780
2017 Renter Occupied Housing Units	3,000
2017 Vacant Housing Units	875
2022 Total Housing Units	7,865
2022 Owner Occupied Housing Units	3,850
2022 Renter Occupied Housing Units	3,095
2022 Vacant Housing Units	920

Currently, 49.4% of the 7,655 housing units in the area are owner occupied; 39.2%, renter occupied; and 11.4% are vacant. Currently, in the U.S., 55.6% of the housing units in the area are owner occupied; 33.1% are renter occupied; and 11.3% are vacant. In 2010, there were 7,418 housing units in the area - 52.1% owner occupied, 37.2% renter occupied, and 10.7% vacant. The annual rate of change in housing units since 2010 is 1.41%. Median home value in the area is \$97,556, compared to a median home value of \$207,344 for the U.S. In five years, median value is projected to change by 3.23% annually to \$114,360.

**Data Note:** Income is expressed in current dollars

**Source:** U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2017 and 2022. Esri converted Census 2000 data into 2010 geography.

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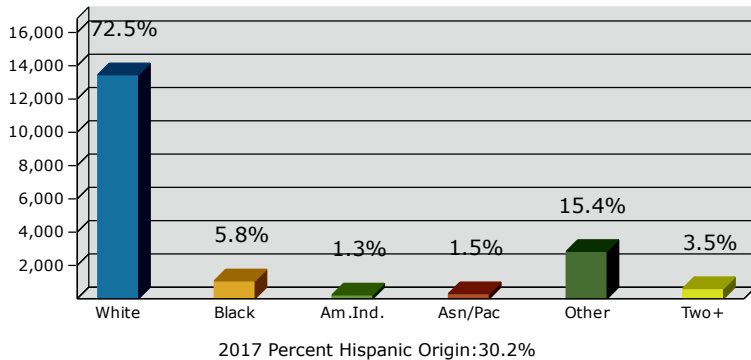


## Graphic Profile

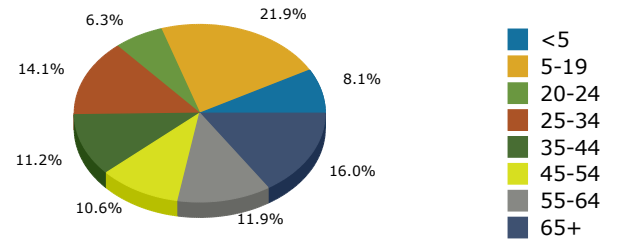
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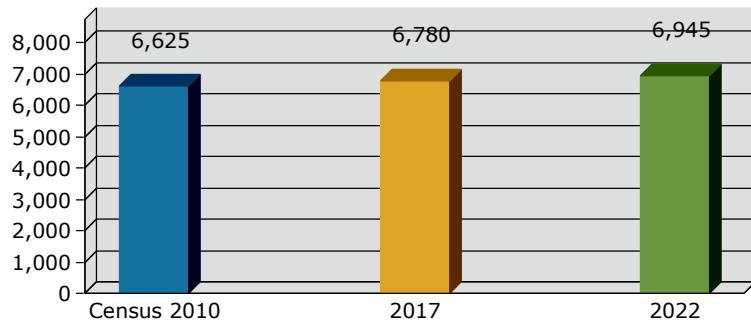
### 2017 Population by Race



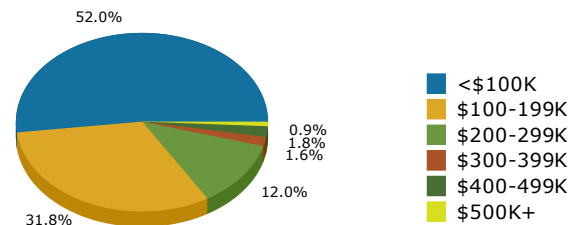
### 2017 Population by Age



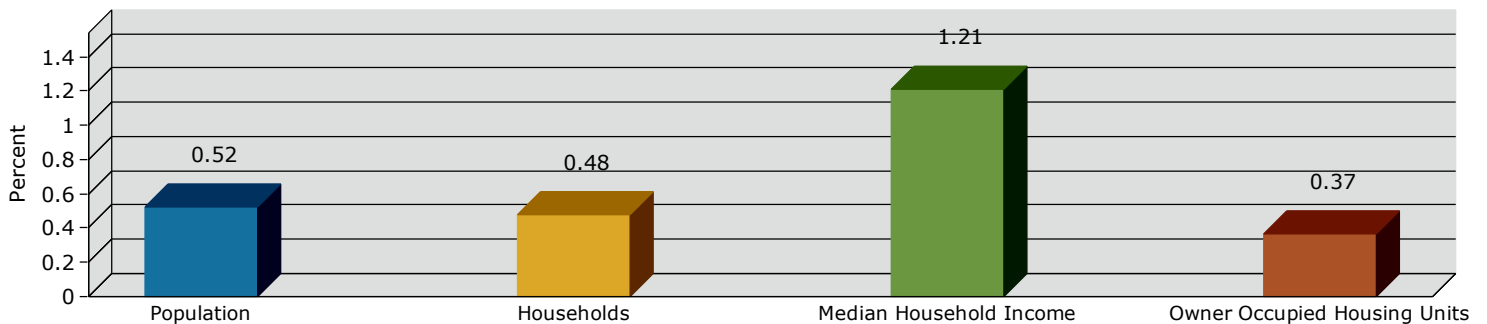
### Households



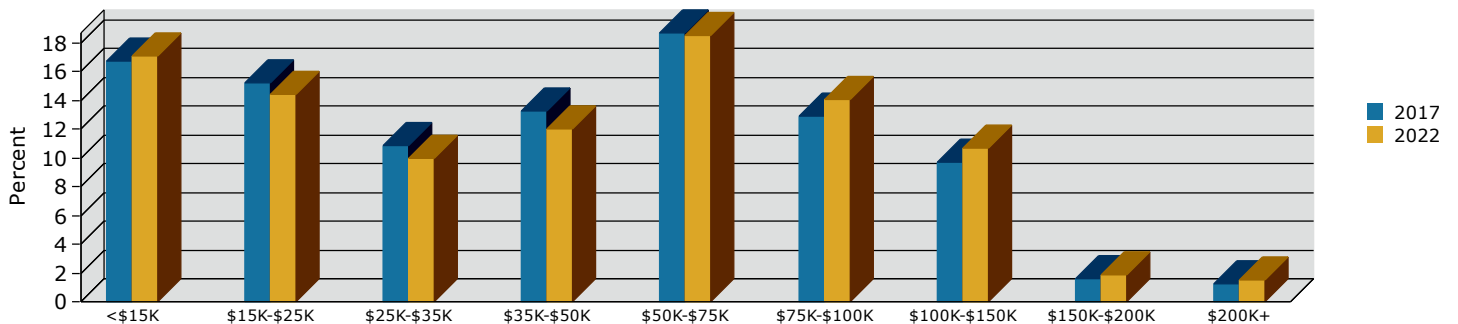
### 2017 Home Value



### 2017-2022 Annual Growth Rate



### Household Income



Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2017 and 2022.

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- Business Summary

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Data for all businesses in area		10 minutes			
Total Businesses:		926			
Total Employees:		9,626			
Total Residential Population:		18,545			
Employee/Residential Population Ratio (per 100 Residents)		52			
by SIC Codes		Businesses		Employees	
		Number	Percent	Number	Percent
Agriculture & Mining		38	4.1%	331	3.4%
Construction		40	4.3%	186	1.9%
Manufacturing		47	5.1%	1,429	14.8%
Transportation		28	3.0%	307	3.2%
Communication		12	1.3%	69	0.7%
Utility		4	0.4%	86	0.9%
Wholesale Trade		43	4.6%	371	3.9%
Retail Trade Summary		233	25.2%	2,794	29.0%
Home Improvement		19	2.1%	377	3.9%
General Merchandise Stores		9	1.0%	462	4.8%
Food Stores		18	1.9%	179	1.9%
Auto Dealers, Gas Stations, Auto Aftermarket		47	5.1%	361	3.8%
Apparel & Accessory Stores		8	0.9%	26	0.3%
Furniture & Home Furnishings		17	1.8%	70	0.7%
Eating & Drinking Places		55	5.9%	1,065	11.1%
Miscellaneous Retail		60	6.5%	254	2.6%
Finance, Insurance, Real Estate Summary		78	8.4%	465	4.8%
Banks, Savings & Lending Institutions		19	2.1%	201	2.1%
Securities Brokers		8	0.9%	25	0.3%
Insurance Carriers & Agents		17	1.8%	60	0.6%
Real Estate, Holding, Other Investment Offices		34	3.7%	179	1.9%
Services Summary		329	35.5%	2,743	28.5%
Hotels & Lodging		14	1.5%	102	1.1%
Automotive Services		40	4.3%	188	2.0%
Motion Pictures & Amusements		22	2.4%	75	0.8%
Health Services		51	5.5%	543	5.6%
Legal Services		9	1.0%	27	0.3%
Education Institutions & Libraries		16	1.7%	788	8.2%
Other Services		177	19.1%	1,020	10.6%
Government		53	5.7%	807	8.4%
Unclassified Establishments		20	2.2%	38	0.4%
Totals		926	100.0%	9,626	100.0%

**Source:** Copyright 2017 Infogroup, Inc. All rights reserved. Esri Total Residential Population forecasts for 2017.

**Date Note:** Data on the Business Summary report is calculated using **Esri's Data allocation method** which uses census block groups to allocate business summary data to custom areas.

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by NAICS Codes	Businesses		Employees	
	Number	Percent	Number	Percent
Agriculture, Forestry, Fishing & Hunting	6	0.6%	15	0.2%
Mining	17	1.8%	164	1.7%
Utilities	4	0.4%	85	0.9%
Construction	45	4.9%	282	2.9%
Manufacturing	47	5.1%	1,422	14.8%
Wholesale Trade	43	4.6%	371	3.9%
Retail Trade	170	18.4%	1,701	17.7%
Motor Vehicle & Parts Dealers	31	3.3%	272	2.8%
Furniture & Home Furnishings Stores	11	1.2%	39	0.4%
Electronics & Appliance Stores	7	0.8%	38	0.4%
Bldg Material & Garden Equipment & Supplies Dealers	19	2.1%	377	3.9%
Food & Beverage Stores	16	1.7%	166	1.7%
Health & Personal Care Stores	14	1.5%	87	0.9%
Gasoline Stations	15	1.6%	88	0.9%
Clothing & Clothing Accessories Stores	10	1.1%	32	0.3%
Sport Goods, Hobby, Book, & Music Stores	15	1.6%	52	0.5%
General Merchandise Stores	9	1.0%	462	4.8%
Miscellaneous Store Retailers	22	2.4%	86	0.9%
Nonstore Retailers	1	0.1%	2	0.0%
Transportation & Warehousing	23	2.5%	260	2.7%
Information	17	1.8%	108	1.1%
Finance & Insurance	48	5.2%	298	3.1%
Central Bank/Credit Intermediation & Related Activities	21	2.3%	207	2.2%
Securities, Commodity Contracts & Other Financial	9	1.0%	29	0.3%
Insurance Carriers & Related Activities; Funds, Trusts &	18	1.9%	62	0.6%
Real Estate, Rental & Leasing	44	4.8%	218	2.3%
Professional, Scientific & Tech Services	51	5.5%	263	2.7%
Legal Services	12	1.3%	37	0.4%
Management of Companies & Enterprises	2	0.2%	4	0.0%
Administrative & Support & Waste Management & Remediation	19	2.1%	82	0.9%
Educational Services	19	2.1%	795	8.3%
Health Care & Social Assistance	75	8.1%	834	8.7%
Arts, Entertainment & Recreation	17	1.8%	72	0.7%
Accommodation & Food Services	74	8.0%	1,181	12.3%
Accommodation	14	1.5%	102	1.1%
Food Services & Drinking Places	60	6.5%	1,079	11.2%
Other Services (except Public Administration)	131	14.1%	624	6.5%
Automotive Repair & Maintenance	31	3.3%	162	1.7%
Public Administration	53	5.7%	807	8.4%
Unclassified Establishments	20	2.2%	38	0.4%
Total	926	100.0%	9,626	100.0%

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- Retail Gap / Leakage

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# Retail MarketPlace Profile

Brad  
4617 E Summit Ave, Gainesville, Texas, 76240  
Drive Time: 10 minute radius

Prepared by Esri  
Latitude: 33.64588  
Longitude: -97.08858

## Summary Demographics

2017 Population	18,545
2017 Households	6,780
2017 Median Disposable Income	\$36,483
2017 Per Capita Income	\$20,390

## Industry Summary

	NAICS	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Total Retail Trade and Food & Drink	44-45,722	\$186,659,485	\$386,231,445	-\$199,571,960	-34.8	229
Total Retail Trade	44-45	\$169,257,808	\$347,863,578	-\$178,605,770	-34.5	169
Total Food & Drink	722	\$17,401,678	\$38,367,867	-\$20,966,189	-37.6	60

## Industry Group

	NAICS	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Motor Vehicle & Parts Dealers	441	\$37,868,439	\$64,937,116	-\$27,068,677	-26.3	30
Automobile Dealers	4411	\$30,557,952	\$45,973,993	-\$15,416,041	-20.1	17
Other Motor Vehicle Dealers	4412	\$4,106,200	\$8,664,303	-\$4,558,103	-35.7	2
Auto Parts, Accessories & Tire Stores	4413	\$3,204,286	\$10,298,820	-\$7,094,534	-52.5	11
Furniture & Home Furnishings Stores	442	\$5,492,111	\$6,679,826	-\$1,187,715	-9.8	12
Furniture Stores	4421	\$3,210,247	\$4,467,750	-\$1,257,503	-16.4	5
Home Furnishings Stores	4422	\$2,281,864	\$2,212,075	\$69,789	1.6	6
Electronics & Appliance Stores	443	\$5,736,934	\$6,579,252	-\$842,318	-6.8	7
Bldg Materials, Garden Equip. & Supply Stores	444	\$11,271,756	\$73,419,407	-\$62,147,651	-73.4	19
Bldg Material & Supplies Dealers	4441	\$10,601,176	\$72,719,674	-\$62,118,498	-74.6	16
Lawn & Garden Equip & Supply Stores	4442	\$670,580	\$699,733	-\$29,153	-2.1	3
Food & Beverage Stores	445	\$30,717,485	\$27,644,460	\$3,073,025	5.3	14
Grocery Stores	4451	\$27,986,093	\$24,093,246	\$3,892,847	7.5	7
Specialty Food Stores	4452	\$1,305,304	\$1,269,865	\$35,439	1.4	2
Beer, Wine & Liquor Stores	4453	\$1,426,088	\$2,281,349	-\$855,261	-23.1	4
Health & Personal Care Stores	446,4461	\$10,064,660	\$17,151,335	-\$7,086,675	-26.0	12
Gasoline Stations	447,4471	\$17,517,276	\$62,869,161	-\$45,351,885	-56.4	18
Clothing & Clothing Accessories Stores	448	\$7,002,166	\$3,821,525	\$3,180,641	29.4	10
Clothing Stores	4481	\$4,726,937	\$2,012,738	\$2,714,199	40.3	6
Shoe Stores	4482	\$994,699	\$943,171	\$51,528	2.7	2
Jewelry, Luggage & Leather Goods Stores	4483	\$1,280,531	\$865,616	\$414,915	19.3	2
Sporting Goods, Hobby, Book & Music Stores	451	\$5,489,745	\$6,322,168	-\$832,423	-7.0	15
Sporting Goods/Hobby/Musical Instr Stores	4511	\$4,904,339	\$5,953,612	-\$1,049,273	-9.7	13
Book, Periodical & Music Stores	4512	\$585,406	\$368,556	\$216,850	22.7	2
General Merchandise Stores	452	\$28,581,952	\$70,974,084	-\$42,392,132	-42.6	9
Department Stores Excluding Leased Depts.	4521	\$19,496,931	\$57,063,104	-\$37,566,173	-49.1	3
Other General Merchandise Stores	4529	\$9,085,021	\$13,910,980	-\$4,825,959	-21.0	7
Miscellaneous Store Retailers	453	\$6,820,388	\$7,325,868	-\$505,480	-3.6	22
Florists	4531	\$273,269	\$218,120	\$55,149	11.2	2
Office Supplies, Stationery & Gift Stores	4532	\$1,349,874	\$887,229	\$462,645	20.7	5
Used Merchandise Stores	4533	\$1,045,014	\$2,554,608	-\$1,509,594	-41.9	7
Other Miscellaneous Store Retailers	4539	\$4,152,231	\$3,665,911	\$486,320	6.2	8
Nonstore Retailers	454	\$2,694,897	\$139,376	\$2,555,521	90.2	1
Electronic Shopping & Mail-Order Houses	4541	\$1,825,248	\$0	\$1,825,248	100.0	0
Vending Machine Operators	4542	\$151,991	\$139,376	\$12,615	4.3	1
Direct Selling Establishments	4543	\$717,657	\$0	\$717,657	100.0	0
Food Services & Drinking Places	722	\$17,401,678	\$38,367,867	-\$20,966,189	-37.6	60
Special Food Services	7223	\$212,253	\$456,948	-\$244,695	-36.6	1
Drinking Places - Alcoholic Beverages	7224	\$602,965	\$69,058	\$533,907	79.4	1
Restaurants/Other Eating Places	7225	\$16,586,460	\$37,841,861	-\$21,255,401	-39.1	59

Data Note: Supply (retail sales) estimates sales to consumers by establishments. Sales to businesses are excluded. Demand (retail potential) estimates the expected amount spent by consumers at retail establishments. Supply and demand estimates are in current dollars. The Leakage/Surplus Factor presents a snapshot of retail opportunity. This is a measure of the relationship between supply and demand that ranges from +100 (total leakage) to -100 (total surplus). A positive value represents 'leakage' of retail opportunity outside the trade area. A negative value represents a surplus of retail sales, a market where customers are drawn in from outside the trade area. The Retail Gap represents the difference between Retail Potential and Retail Sales. Esri uses the North American Industry Classification System (NAICS) to classify businesses by their primary type of economic activity. Retail establishments are classified into 27 industry groups in the Retail Trade sector, as well as four industry groups within the Food Services & Drinking Establishments subsector. For more information on the Retail MarketPlace data, please click the link below to view the Methodology Statement.  
<http://www.esri.com/library/whitepapers/pdfs/esri-data-retail-marketplace.pdf>

Source: Esri and Infogroup. Retail MarketPlace 2017. Copyright 2017 Infogroup, Inc. All rights reserved.

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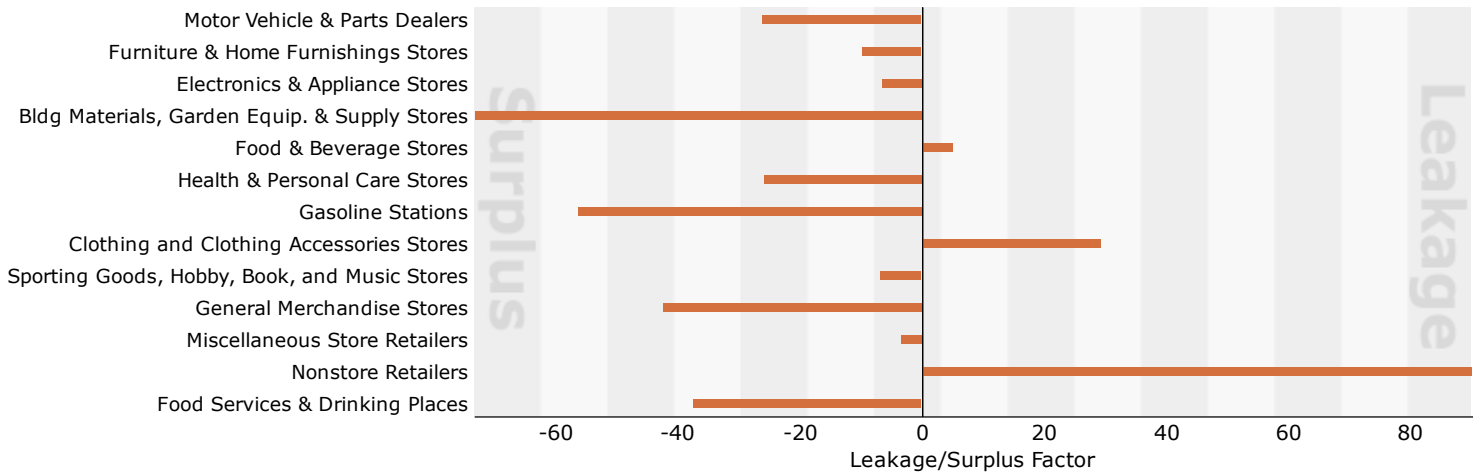


## Retail MarketPlace Profile

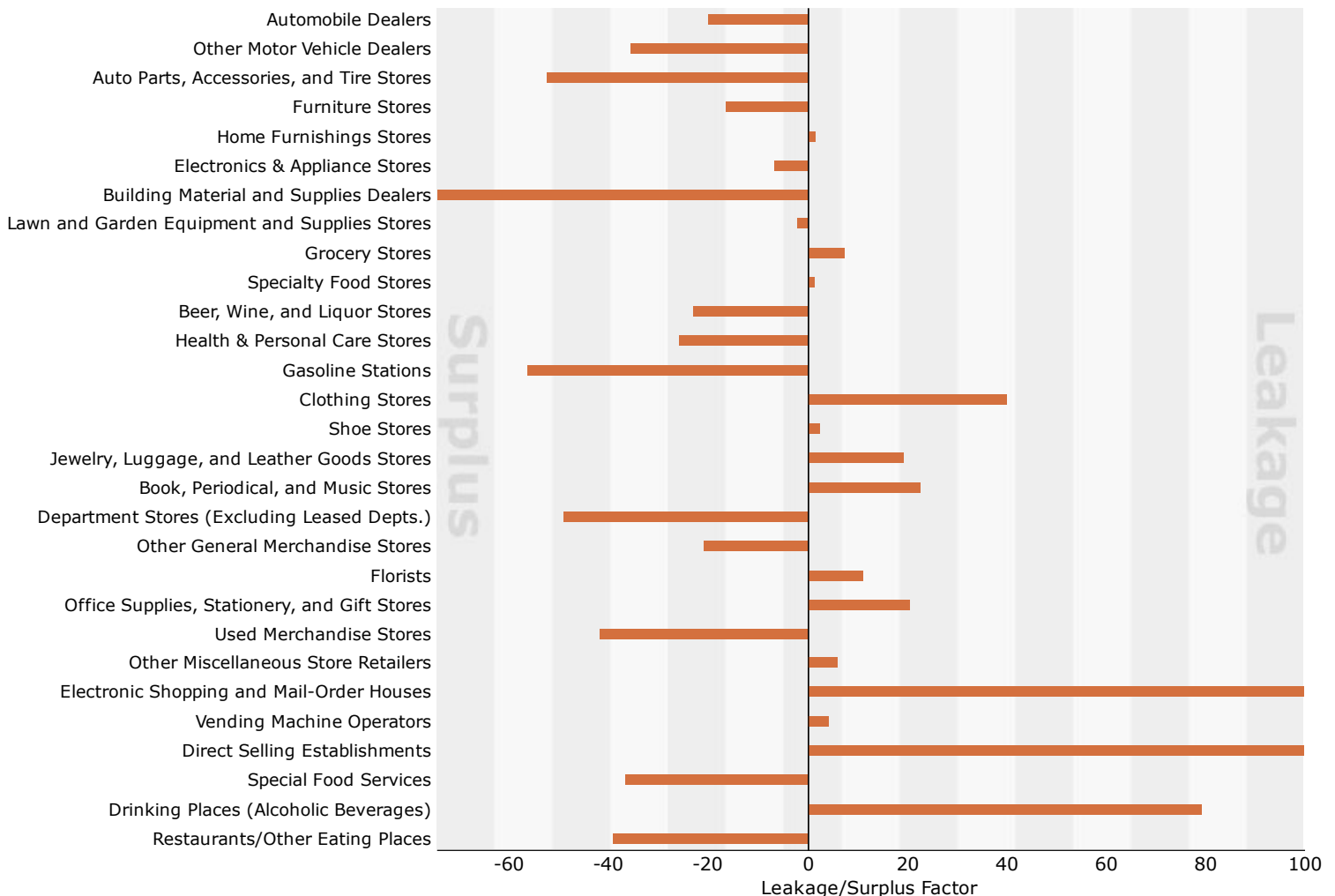
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### Leakage/Surplus Factor by Industry Subsector



### Leakage/Surplus Factor by Industry Group



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- News

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# WinStar impacts Cooke County economy

Delania Trigg Feb 6, 2015



WinStar Casino is a beacon of economic light for Oklahoma residents as well as residents in Gainesville and Cooke County. Increased commerce has made the region more prosperous.

Staff photo by Cathy Mounce

Cooke County residents benefit from the world's largest casino located across the Red River in Love County, Oklahoma.

The WinStar World Casino is owned and operated by the Chickasaw Nation. The Nation generated more than \$1 billion in revenue for the first eight months of its 2014 fiscal year, paying its employees about \$1.75 above the federal minimum wage level, according to news sources.

Reportedly, between one-third to one-half of the WinStar Casino employees are Cooke County residents.

"WinStar definitely has an economic impact on Gainesville and Cooke County," Gainesville Economic Development Corporation director Arleene Loyd said.

"One way to see WinStar's impact is in the hotel/motel revenues for the city," said Gainesville Area Chamber of Commerce director Lynette Pettigrew.



Pettigrew said Gainesville benefits from an increased hotel occupancy is generated by travelers to Winstar as well as local restaurants and businesses.

In 2012, Gainesville hotel occupancy totaled 150,947, according to the Texas comptroller's report. When WinStar opened its new tower in 2013, Gainesville hotel occupancy dropped to 130,397. "We had a hiccup," Pettigrew said.

"WinStar provides employment for us in Gainesville and Cooke County and it has a trickle-down effect for our economy," Pettigrew said. "You see it at the grocery stores, gas stations, and hotels; you see it in paying taxes that helps city operations, our college and hospitals."

During his State of the Nation address, Chickasaw Nation's Gov. Bill Anoatubby said during the 54th annual meeting on Oct. 4, 2014, "The Chickasaw Nation's businesses have continuously performed well. It seems that every year our net income has exceeded the previous year. This year is no exception. Because of our businesses, we have not needed to draw on our trust account for many, many years. That account has now grown from about \$500,000 in 1987 to nearly \$22 million today."

Anoatubby reviewed the tribal growth, "We have seen incredible growth since 1987. Our combined net assets were \$9.3 million dollars and now have increased well over two hundred fold. Total program expenditures were \$7.6 million and today are in excess of \$400 million. And combined, federal and tribal budgets have increased more than \$364 million and continue to climb."

The Chickasaw Nation's secretary of the treasury, Holly Easterling, said during the October meeting, "Fiscal year 2014 has just drawn to a close, and as you can see from the results of August operations, we've had another great year and improved our financial condition materially. Total assets increased over \$82 million while our debts and liabilities decreased \$23.7 million. The resulting overall increase to net position of \$105.9 million is after all program costs, expenses and transfers.

"Our long-term investments sustain us through economic downswings and lapses in federal funding which are beyond our control," Easterling said. "Everything we have generated financially is invested. It is invested in programs and services, in economic development or invested for our sustainability as a thriving tribal government for generations to come. The results of the 2013 audit should provide to you assurance that your tribal government has amassed a strong foundation for future growth. We have seen incredible growth since 1987. Our combined net assets were \$9.3 million dollars and now have increased well over two hundred fold. Total program expenditures were \$7.6 million; and today are in excess of \$400 million. And combined, federal and tribal budgets have increased more than \$364 million and

continue to climb.”

According to news sources, “The Chickasaw Nation employs more than 10,000 people with \$318 million in direct payroll contributions, making the tribe the seventh-largest employer in Oklahoma. The Nation operations created more than 5,900 additional jobs with a payroll of more than \$206 million. Tribal business and governmental operations resulted in \$525 million income for Oklahoma workers.



- Tapestry

Information is furnished by broker to the best of his knowledge, but is subject to verification. Broker assumes no responsibility for the correctness. Sale offering is made subject to errors, omission, change in price prior sale or withdrawal without notice. This property is offered without respect to race, color, creed or national origin.

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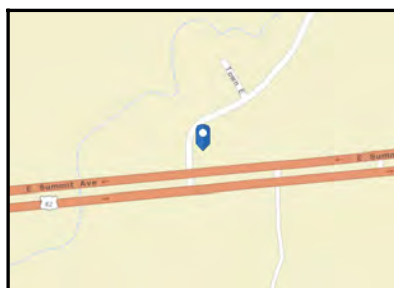
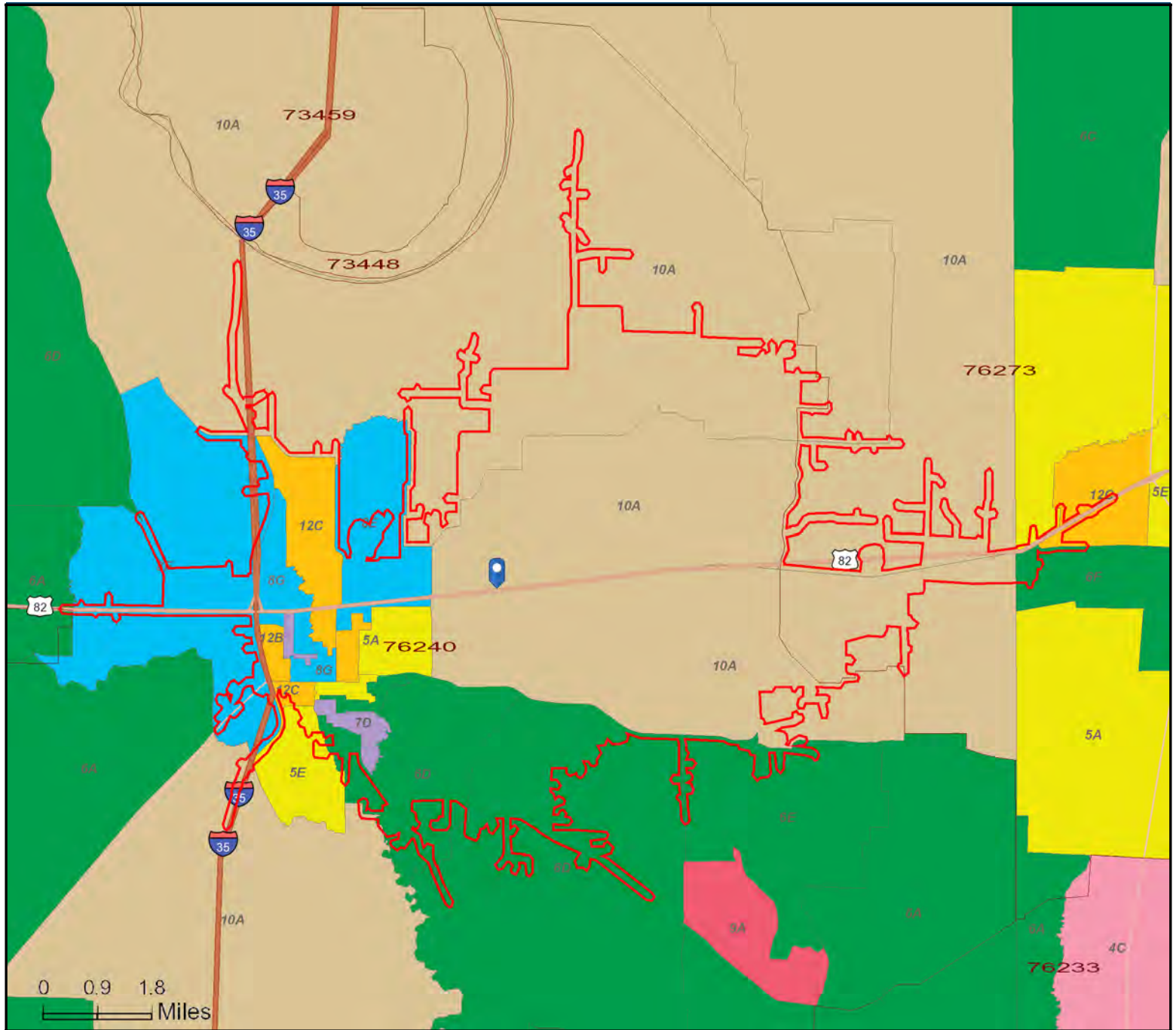
**BROWN & GRIFFIN**  
— Real Estate Advisors, LP —



## Dominant Tapestry Map

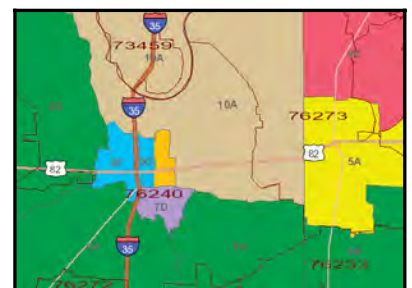
Brad  
4617 E Summit Ave, Gainesville, Texas, 76240  
Drive Time: 10 minute radii

Prepared by Esri  
Latitude: 33.64588  
Longitude: -97.08858



### Tapestry LifeMode

- |                        |                            |
|------------------------|----------------------------|
| L1: Affluent Estates   | L8: Middle Ground          |
| L2: Upscale Avenues    | L9: Senior Styles          |
| L3: Uptown Individuals | L10: Rustic Outposts       |
| L4: Family Landscapes  | L11: Midtown Singles       |
| L5: GenXurban          | L12: Hometown              |
| L6: Cozy Country       | L13: Next Wave             |
| L7: Ethnic Enclaves    | L14: Scholars and Patriots |



Source: Esri

February 10, 2018





# Dominant Tapestry Map

Brad  
4617 E Summit Ave, Gainesville, Texas, 76240  
Drive Time: 10 minute radii

Prepared by Esri  
Latitude: 33.64588  
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## Tapestry Segmentation

Tapestry Segmentation represents the latest generation of market segmentation systems that began over 30 years ago. The 68-segment Tapestry Segmentation system classifies U.S. neighborhoods based on their socioeconomic and demographic composition. Each segment is identified by its two-digit Segment Code. Match the two-digit segment labels on the map to the list below. Click each segment below for a detailed description.

- |   |   |
|---|---|
| Segment 1A (Top Tier)                   | Segment 8C (Bright Young Professionals) |
| Segment 1B (Professional Pride)         | Segment 8D (Downtown Melting Pot)       |
| Segment 1C (Boomburbs)                  | Segment 8E (Front Porches)              |
| Segment 1D (Savvy Suburbanites)         | Segment 8F (Old and Newcomers)          |
| Segment 1E (Exurbanites)                | Segment 8G (Hardscrabble Road)          |
| Segment 2A (Urban Chic)                 | Segment 9A (Silver & Gold)              |
| Segment 2B (Pleasantville)              | Segment 9B (Golden Years)               |
| Segment 2C (Pacific Heights)            | Segment 9C (The Elders)                 |
| Segment 2D (Enterprising Professionals) | Segment 9D (Senior Escapes)             |
| Segment 3A (Laptops and Lattes)         | Segment 9E (Retirement Communities)     |
| Segment 3B (Metro Renters)              | Segment 9F (Social Security Set)        |
| Segment 3C (Trendsetters)               | Segment 10A (Southern Satellites)       |
| Segment 4A (Soccer Moms)                | Segment 10B (Rooted Rural)              |
| Segment 4B (Home Improvement)           | Segment 10C (Diners & Miners)           |
| Segment 4C (Middleburg)                 | Segment 10D (Down the Road)             |
| Segment 5A (Comfortable Empty Nesters)  | Segment 10E (Rural Bypasses)            |
| Segment 5B (In Style)                   | Segment 11A (City Strivers)             |
| Segment 5C (Parks and Rec)              | Segment 11B (Young and Restless)        |
| Segment 5D (Rustbelt Traditions)        | Segment 11C (Metro Fusion)              |
| Segment 5E (Midlife Constants)          | Segment 11D (Set to Impress)            |
| Segment 6A (Green Acres)                | Segment 11E (City Commons)              |
| Segment 6B (Salt of the Earth)          | Segment 12A (Family Foundations)        |
| Segment 6C (The Great Outdoors)         | Segment 12B (Traditional Living)        |
| Segment 6D (Prairie Living)             | Segment 12C (Small Town Simplicity)     |
| Segment 6E (Rural Resort Dwellers)      | Segment 12D (Modest Income Homes)       |
| Segment 6F (Heartland Communities)      | Segment 13A (International Marketplace) |
| Segment 7A (Up and Coming Families)     | Segment 13B (Las Casas)                 |
| Segment 7B (Urban Villages)             | Segment 13C (NeWest Residents)          |
| Segment 7C (American Dreamers)          | Segment 13D (Fresh Ambitions)           |
| Segment 7D (Barrios Urbanos)            | Segment 13E (High Rise Renters)         |
| Segment 7E (Valley Growers)             | Segment 14A (Military Proximity)        |
| Segment 7F (Southwestern Families)      | Segment 14B (College Towns)             |
| Segment 8A (City Lights)                | Segment 14C (Dorms to Diplomas)         |
| Segment 8B (Emerald City)               | Segment 15 (Unclassified)               |

## Information About Brokerage Services

*Texas law requires all real estate licensees 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 c i

- 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 Broker /Broker Firm Name or	License No.	Email	Phone

Brown & Griffin Real Estate Advisors LP  
Primary Assumed Business Name

Designated Broker of Firm	License No.	Email	Phone
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Licensed Supervisor of Sales Agent/ Associate	License No.	Email	Phone
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