

BIG AIR & BUDDY'S HOME FURNISHINGS

503 East 6th Street, Del Rio, TX 78440



Philip Levy

Executive Managing Director
(972) 755-5225
PLevy@mmreis.com

Jonathan Paredes

Associate
(972) 755-5142
Jonathan.Paredes@marcusmillichap.com

Marcus & Millichap
LEVY RETAIL GROUP

OFFERING MEMORANDUM

BIG AIR & BUDDY'S HOME
FURNISHINGS

503 East 6th Street,
Del Rio, TX 78440

04 PROPERTY OVERVIEW

08 LOCATION OVERVIEW

13 FINANCIAL ANALYSIS

18 RENT COMPARABLES

21 DEMOGRAPHICS & MARKET
OVERVIEW

Confidentiality & Disclaimer

The information contained in the following Marketing Brochure is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Marcus & Millichap and should not be made available to any other person or entity without the written consent of Marcus & Millichap. This Marketing Brochure has been prepared to provide summary, unverified information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Marcus & Millichap has not made any investigation, and makes no warranty or representation, with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCB's or asbestos, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable; however, Marcus & Millichap has not verified, and will not verify, any of the information contained herein, nor has Marcus & Millichap conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein.

Non-Endorsement Notice

Marcus & Millichap is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee identified in this marketing package. The presence of any corporation's logo or name is not intended to indicate or imply affiliation with, or sponsorship or endorsement by, said corporation of Marcus & Millichap, its affiliates or subsidiaries, or any agent, product, service, or commercial listing of Marcus & Millichap, and is solely included for the purpose of providing tenant lessee information about this listing to prospective customers.

ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY.

PLEASE CONSULT YOUR MARCUS & MILLICHAP AGENT FOR MORE DETAILS.



Executive Summary

INVESTMENT OVERVIEW

Sale Price:	\$9,579,000
Building Size:	48,854 SF
Lot Size:	2.07 Acres
Price/SF:	\$196.07
Cap Rate:	7.50%
NOI:	\$718,454
Year Built:	1986
County:	Val Verde
Ownership Type:	Fee Simple

DEMOGRAPHICS

	POPULATION
Del Rio & Val Verde County	52,804
Ciudad Acuna Mexico	220,000
Total US & Mexico Market	272,804

PROPERTY OVERVIEW

Located at 503 East 6th Street in Del Rio, Texas, this two-tenant retail investment offers stable cash flow backed by Big Air Trampoline Park, a nationally recognized entertainment venue, and Buddy's Home Furnishings, a well-established rent-to-own operator. The property fronts Veterans Boulevard, Del Rio's primary north-south arterial, providing strong visibility and accessibility. Strategically positioned in a border-market economy, the asset benefits from consistent cross-border commerce and consumer traffic from nearby Ciudad Acuña, supporting durable demand for retail and experiential uses.



Investment Overview



FULLY STABILIZED, 100% OCCUPIED RETAIL CENTER

The property is fully leased to two national retailers, totaling 48,854 square feet. All tenants operate under long-term, triple-net leases, providing investors with passive ownership and minimal landlord responsibilities.



ANCHORED BY BIG AIR TRAMPOLINE PARK ON NEW 10-YEAR LEASE

The center is securely anchored by Big Air Trampoline Park, which occupies 87 percent of the GLA under a long-term lease.



ADDITIONAL TENANCY STABILITY – BUDDY'S

Buddy's Home Furnishings provides complementary tenancy diversification and operates under a triple-net lease through 2029.



RECENT PROPERTY IMPROVEMENTS INCLUDING NEW ROOF COATING AND HVAC UNITS

Landlord reports recent capital expenditures that include new roof coating (December 2025) with a 10-year warranty. Landlord also spent over \$400,000 on 11 new Daikin HVAC units for the Big Air space.



STRATEGIC FRONTAGE ON VETERANS BLVD WITH 25,958 VPD

The asset features direct frontage and high visibility along Veterans Boulevard (Highway 377), Del Rio's primary commercial artery with traffic counts of approximately 25,927 vehicles per day.



EXPANDED 272,800+ POPULATION CROSS-BORDER TRADE AREA

The property serves an expanded international trade area across Del Rio, including the neighboring city of Ciudad Acuña, Mexico, creating a combined population base of over 272,800 residents. This provides a substantial and continuous flow of cross-border shoppers to Del Rio's retail corridor.



PRICED AT \$196 PER SQUARE FOOT



Property Overview



PROPERTY DESCRIPTION

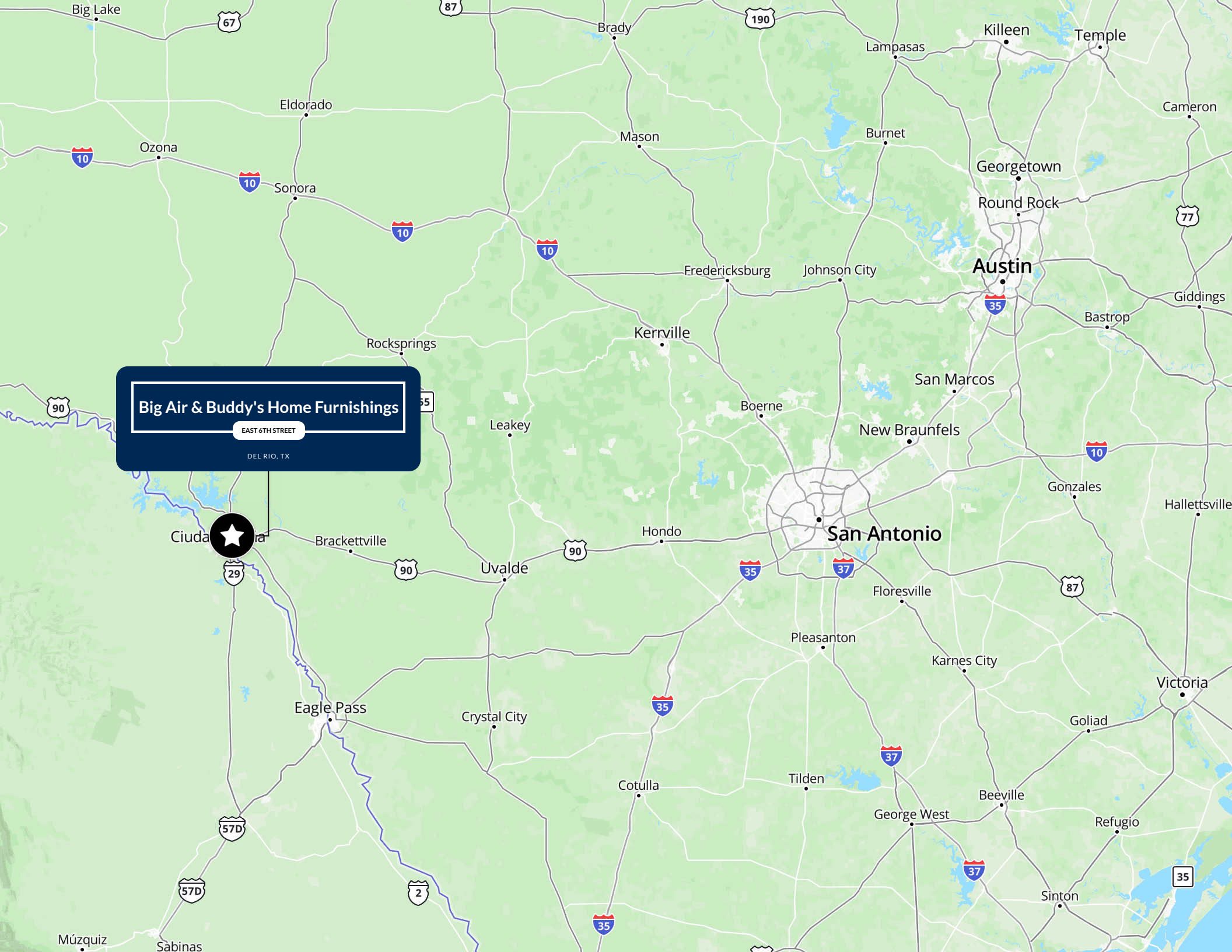
The subject property is a fully stabilized 48,854-square-foot, two-tenant retail center positioned on a 2.07-acre parcel in Del Rio, Texas. The building is 100 percent occupied by Big Air Trampoline Park as the anchor and Buddy's Home Furnishings, both nationally recognized retailers. Both tenants are on triple-net lease terms. Additional income is provided by a Watermill Express kiosk lease. Recent property improvements include new roof coating completed in December 2025 with a 10-year warrant and 11 new Daikin HVAC units for Big Air's space, per Landlord.

LOCATION DESCRIPTION

The subject property is strategically located along Veterans Boulevard (Highway 377), the city's primary north-south commercial artery. This high-visibility corridor records significant daily traffic counts of approximately 25,950 vehicles, providing excellent exposure and accessibility. Nearby retailers include H-E-B, EZ Pawn, Sherwin-Williams, Sonic Drive-in, and others. The center is also just 1.5 miles from Plaza Del Sol Mall, the area's only regional community shopping center housing JCPenney, Burlington, Ross Dress for Less, Marshalls, Ulta, Cinemark and other national and regional tenants. Additionally, the property benefits from its proximity to the Del Rio International Airport (1.5 miles to the west) and Del Rio International Bridge (seven miles to the south), facilitating convenient access for cross-border shoppers.

Del Rio, Texas is a strategically positioned border-market economy anchored by cross-border commerce and a stable federal presence. Located along the U.S.-Mexico trade corridor with a combined consumer base of over 272,800 residents, Del Rio benefits from daily commercial and consumer interaction with Ciudad Acuña, supporting sustained demand for retail, services, logistics, and hospitality tied to international trade and workforce mobility. A major economic driver is Laughlin Air Force Base, the largest pilot training base in the U.S. Air Force, which supports a population of approximately 15,000-17,000 active-duty personnel, dependents, and civilian employees. Laughlin has an economic impact of approximately \$243,418,000.





Big Air & Buddy's Home Furnishings

EAST 6TH STREET

DEL RIO, TX

Big Air & Buddy's Home Furnishings

503 East 6th Street
Del Rio, TX

377

AVENUE G

VETERANS BOULEVARD 25,927 VPD.





**BIG AIR & BUDDY'S
HOME FURNISHINGS**
503 EAST 6TH STREET
DEL RIO, TX



AVENUE G

VETERANS BOULEVARD 25,927 VPD.

377



Exxon Red Roof NAPA AUTO PARTS Blue Oasis

DEL RIO INN

Quality

BAYMONT BY WYNDHAM

TOYOTA OF DEL RIO

Ram Country

stripes

Valero

Quality

cecil

MURPHY USA Lou's Woodfire Pizza Walmart GameStop Brown Automotive Center

Quality

planet fitness

BROWN

BOOTS & JEANS

Reddy REAL TEXAS BAR-B-Q

THE HOME DEPOT

PENSKE Truck Rental

THOMPSON TIRE

ups

FAMILY DOLLAR

dd's DISCOUNTS

Hampton

Fairfield

THE BANK & TRUST

PLAZA DEL SOL MALL ROSS IHOP Starbucks Chick-fil-A Toys R Us Holiday Inn AHIA Marshalls five BELOW ZALES JCPenney GNC McALISTER'S HIBBETT Bath & Body Works IBC BANK Burlington ULTA IBC BANK Applebee's

FISHING COWBOY

BURGER KING

CENTRAL AUTO

Auto Zone

T Mobile

PANDA EXPRESS CHINESE KITCHEN

VAL VERDE REGIONAL MEDICAL CENTER

Del Rio High School

Irene Cardwell Elementary

TACO BELL

Chapas

Sul Ross State University (Del Rio Campus)

Del Rio Freshman School

FedEx

6

WHATABURGER

Papa John's

SONIC

HUMO

\$

Gatti's pizza

LA QUINTA BY WYNDHAM

BIG AIR & BUDDY'S HOME FURNISHINGS 503 EAST 6TH STREET DEL RIO, TX

MARCO'S

EL PATIO

BURGER KING

Del Rio International Airport

bel FURNITURE

Best Western

Star

CVS pharmacy

MCDONALD'S

Valero

stripes

SUBWAY

H&A

RIVER CITY COFFEE

BOIL

CVS pharmacy

Valero

Valero

Valero

DOLLAR GENERAL

Valero

Valero

Valero

830 Kitchen

H-E-B

Exxon

Valero

Valero

Valero

Valero

Valero

Valero

Valero



Financial Summary

INVESTMENT OVERVIEW

Price	\$9,579,000
Price per SF	\$196.07
Total Return (Year 1)	\$718,454
CAP Rate	7.50%

OPERATING DATA

YEAR 1

Gross Income	\$883,771
Operating Expenses	\$165,317
Net Operating Income	\$718,454

Big Air & Buddy's Home Furnishings
503 East 6th Street, Del Rio, TX 78440

Operating Statement

INCOME	YEAR 1	PER SF
Rental Income		
Scheduled Base Rental Income	\$718,454	\$14.71
Real Estate Taxes	\$55,289	\$1.13
Insurance	\$71,726	\$1.47
CAM	\$18,000	\$0.37
Management/Admin Fees	\$20,302	\$0.42
Total Reimbursement Income	\$165,317	\$3.38
Effective Gross Income	\$883,771	\$18.09
OPERATING EXPENSES	YEAR 1	PER SF
Real Estate Taxes	\$55,289	\$1.13
Insurance	\$71,726	\$1.47
CAM	\$18,000	\$0.37
Management/Admin Fees	\$20,302	\$0.42
Total Expenses	\$165,317	\$3.38
Net Operating Income	\$718,454	\$14.71

Rent Roll

SUITE	TENANT NAME	UNIT SIZE (SF)	% OF GLA	LEASE START	LEASE END	ANNUAL RENT	RENT/SF	CHANGES ON	CHANGES TO	EXPENSE REIMBURSEMENT	OPTIONS	LEASE TYPE
503	Big Air Trampoline Park	42,354	86.70%	9/13/2025	8/31/2035	\$635,304.00	\$15.00	4/01/30	\$16.00	\$143,826	(2) 5-Yr @ \$17.00/\$18.00	NNN
501	Buddy's Home Furnishings	6,500	13.30%	11/1/2014	9/30/2029	\$74,750.04	\$11.50			\$21,491	(2) 5-Yr @ \$12.00/\$12.50	NNN
Kiosk	Watermill Express	-	0.00%	5/1/2020	MTM	\$8,400.00						
TOTAL VACANT		0	0%									
TOTAL OCCUPIED		48,854	100%									
TOTAL		48,854	100%			\$718,454				\$165,317		

Tenant Overview



Big Air Trampoline Park	
UNIT SIZE (SF)	42,354
FOUNDED	2012
LOCATIONS	25+
GUARANTOR	Personal
WEBSITE	bigairusa.com

Big Air Trampoline Park is a nationally recognized indoor family entertainment operator offering trampoline attractions, dodgeball, foam pits, and event programming. The parks range in size from 15,000 to 35,000 square feet and generate revenue through general admission, birthday parties, and other group sales.

Buddy's Home Furnishings	
UNIT SIZE (SF)	6,500
FOUNDED	1961
LOCATIONS	300+
GUARANTOR	Personal
WEBSITE	buddyrents.com

Buddy's Furniture is a leading rent-to-own retailer offering furniture, appliances, electronics, and home essentials. The company serves value-oriented customers through flexible leasing options, providing stable recurring revenue and long-term tenancy across neighborhood retail locations. Today, Buddy's operates over 300 franchise and corporate locations nationwide.

Watermill Express	
UNIT SIZE (SF)	-
FOUNDED	1984
LOCATIONS	1,200+
GUARANTOR	Corporate
WEBSITE	watermillexpress.com

Watermill Express is the largest drive-up water kiosk provider in the United States, delivering purified drinking water at affordable prices. The brand operates with minimal footprint, low operating costs, and consistent daily traffic, making it a highly durable and complementary retail tenant.



Rent Comparables



503 East 6th Street

Address	503 East 6th Street
City, State	Del Rio, TX
Zip Code	
Rent PSF	
SF	48,855
Major Tenants	



Del Rio Plaza

Address	2415 Veterans Blvd
City, State	Del Rio, TX
Zip Code	78840
Rent PSF	\$16 PSF/YR
SF	16,857
Major Tenants	CATO, Eyemart Express, OneMain Financial



Del Rio Corners

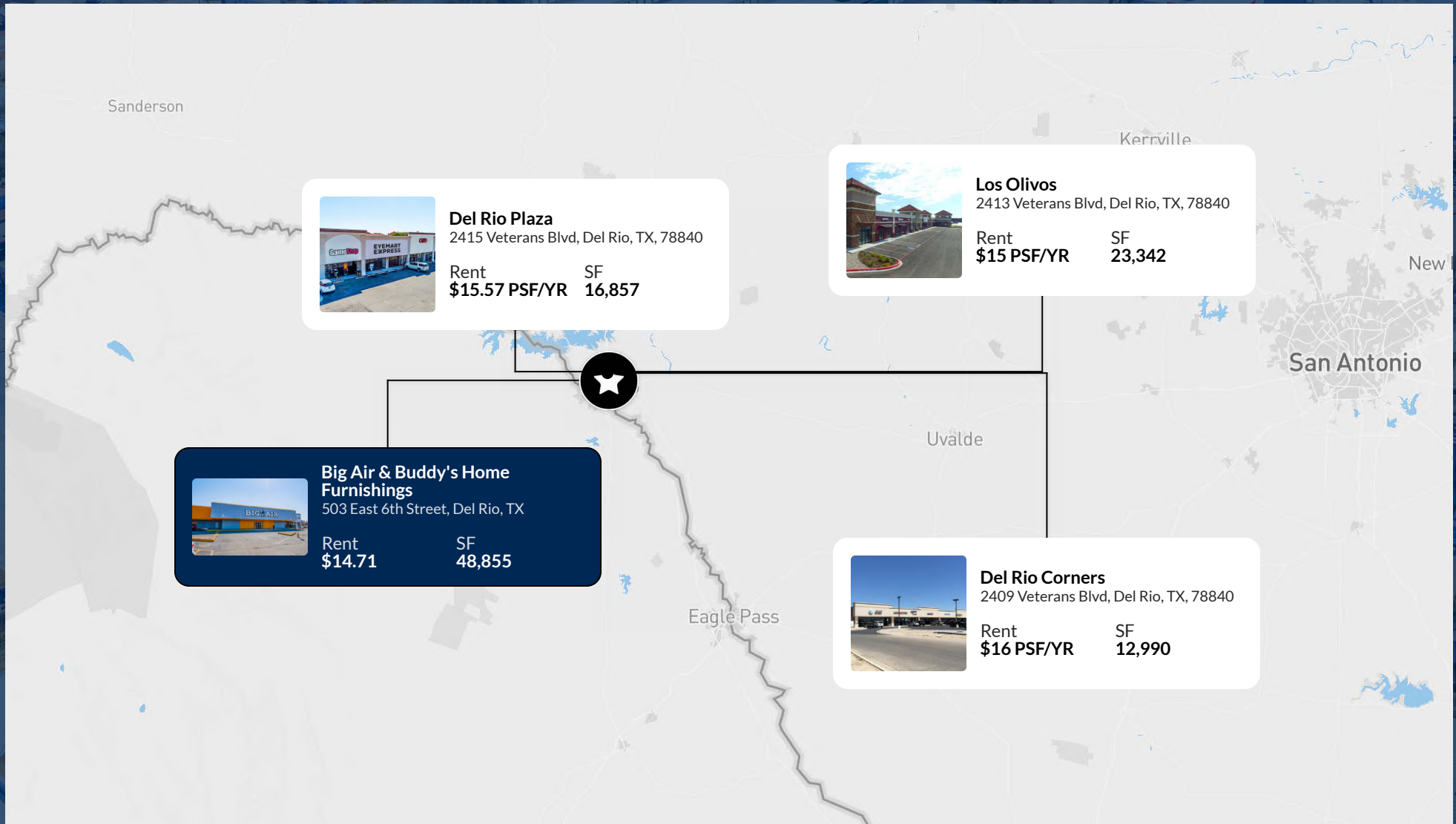
Address	2409 Veterans Blvd
City, State	Del Rio, TX
Zip Code	78840
Rent PSF	\$16 PSF/YR
SF	12,990
Major Tenants	



Los Olivos

Address	2413 Veterans Blvd
City, State	Del Rio, TX
Zip Code	78840
Rent PSF	\$15 PSF/YR
SF	23,342
Major Tenants	White Rhino Coffee, Papa John's, Redefined Eyecare

Property	Address	City, State	Zip Code	Gross Leasable Area	Average Base Rent
Big & Buddy's Home Furnishings	503 East 6th Street	Del Rio, TX	78440	48,855 SF	\$14.71
Del Rio Plaza	2415 Veterans Blvd	Del Rio, TX	78840	16,857 SF	\$15.57
Del Rio Corners	2409 Veterans Blvd	Del Rio, TX	78840	12,990 SF	\$16.00
Los Olivos	2413 Veterans Blvd	Del Rio, TX	78840	23,342 SF	\$15.00





Demographics

Population - Val Verde County	52,804
Population - Ciudad Acuna, Mexico	220,000
Total US/Mexico Trade Area	272,804

Population around Subject Property	1 Mile	3 Mile	5 Mile
2029 Projection	8,861	34,006	41,007
2024 Estimate	8,937	34,106	41,044
2020 Census	9,450	35,093	41,802
Growth 2024 - 2029	-0.85%	-0.29%	-0.09%
Growth 2020 - 2024	-5.43%	-2.81%	-1.81%
2024 Population by Hispanic Origin	8,179	29,825	35,234
2024 Population (Race Breakdown)	8,937	34,106	41,044
White	3,589 (40.16%)	13,885 (40.71%)	17,064 (41.57%)
Black	75 (0.84%)	397 (1.16%)	470 (1.15%)
Am. Indian & Alaskan	72 (0.81%)	246 (0.72%)	296 (0.72%)
Asian	54 (0.60%)	229 (0.67%)	259 (0.63%)
Hawaiian & Pacific Island	2 (0.02%)	28 (0.08%)	35 (0.09%)
Other	5,145 (57.57%)	19,321 (56.65%)	22,921 (55.84%)
U.S. Armed Forces	25	704	808
Households			
2029 Projection	3,138	11,596	13,543
2024 Estimate	3,168	11,640	13,564
Growth 2024 - 2029	-0.95%	-0.38%	-0.15%
Growth 2020 - 2024	-5.94%	-3.26%	-2.21%
Owner Occupied	1,772 (55.93%)	7,535 (64.73%)	8,912 (65.70%)
Renter Occupied	1,396 (44.07%)	4,104 (35.26%)	4,652 (34.30%)
2024 Households by HH Income	3,167	11,638	13,562
Income: <\$25,000	1,017 (32.11%)	3,281 (28.19%)	3,645 (26.88%)
Income: \$25,000 - \$50,000	1,007 (31.80%)	2,728 (23.44%)	3,111 (22.94%)
Income: \$50,000 - \$75,000	478 (15.09%)	2,111 (18.14%)	2,537 (18.71%)
Income: \$75,000 - \$100,000	204 (6.44%)	1,235 (10.61%)	1,454 (10.72%)
Income: \$100,000 - \$125,000	298 (9.41%)	983 (8.45%)	1,198 (8.83%)
Income: \$125,000 - \$150,000	127 (4.01%)	719 (6.18%)	937 (6.91%)
Income: \$150,000 - \$200,000	19 (0.60%)	398 (3.42%)	441 (3.25%)
Income: \$200,000+	17 (0.54%)	183 (1.57%)	239 (1.76%)
2024 Avg Household Income	\$48,925	\$61,718	\$63,452
2024 Med Household Income	\$38,008	\$47,390	\$50,239



Major Employers



The Del Rio employment market is anchored by a robust and diverse base of large-scale employers, providing a significant degree of economic stability. Key sectors underpinning the local economy include government, healthcare, and education, which are notably non-cyclical and recession-resistant. Prominent institutions such as the U.S. Customs and Border Protection, Val Verde Regional Medical Center, the San Felipe Del Rio Consolidated Independent School District, and Laughlin Air Force Base represent the area's largest employment drivers. Laughlin Air Force Base, in particular, plays a pivotal role, not only as a major defense installation but also as a key contributor to the local economy through its personnel and operational expenditures. This concentration of public sector and essential services employment creates a durable economic foundation, insulating the local market from broader volatility and ensuring consistent demand drivers for commercial and residential assets. The presence of these stable employers supports a resilient employment landscape, which is a critical component for long-term investment security in the region.

Employer	Industry	Employees	Distance
Laughlin Air Force Base	Defense and Military Aviation	5,000	7.1 mi
San Felipe Del Rio Consolidated Independent School District	Education	1,500	1.0 mi
U.S. Customs and Border Protection, Del Rio Sector	Government/Law Enforcement	1,500	1.9 mi
Val Verde Regional Medical Center	Healthcare	700	0.7 mi
Val Verde County	Government/County	500	0.9 mi
City of Del Rio	Government/Municipal	500	1.0 mi
Walmart Supercenter	Retail	300	2.0 mi



Information About Brokerage Services

11-03-2025

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.

WRITTEN AGREEMENTS ARE REQUIRED IN CERTAIN SITUATIONS: A license holder who performs brokerage activity for a prospective buyer of residential property must enter into a written agreement with the buyer before showing any residential property to the buyer or if no residential property will be shown, before presenting an offer on behalf of the buyer. This written agreement must contain specific information required by Texas law. For more information on these requirements, see section 1101.563 of the Texas Occupations Code. **Even if a written agreement is not required, to avoid disputes, all agreements between you and a broker should be in writing and clearly establish: (i) the broker's duties and responsibilities to you and your obligations under the agreement; and (ii) the amount or rate of compensation the broker will receive and how this amount is determined.**

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. **An owner's agent fees are not set by law and are fully negotiable.**

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. **A buyer/tenant's agent fees are not set by law and are fully negotiable.**

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:
 - that the owner will accept a price less than the written asking price;
 - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
 - 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.

A LICENSE HOLDER CAN SHOW PROPERTY TO A BUYER/TENANT WITHOUT REPRESENTING THE BUYER/TENANT IF:

- The broker has not agreed with the buyer/tenant, either orally or in writing, to represent the buyer/tenant;
- The broker is not otherwise acting as the buyer/tenant's agent at the time of showing the property;
- The broker does not provide the buyer/tenant options or advise regarding the property or real estate transactions generally; and
- The broker does not perform any other act of real estate brokerage for the buyer/tenant.

Before showing a residential property to an unrepresented prospective buyer, a license holder must enter into a written agreement contains the information required by section 1101.563 of the Texas Occupations Code. The agreement may not be exclusive and must be limited to no more than 14 days.

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.

Marcus & Millichap

Licensed Broker/Broker Firm Name or Primary Assumed Business Name

9002994

License No.

tim.speck@marcusmillichap.com

Email

972-755-5200

Phone

Tim A. Speck

Designated Broker of Firm

432723

License No.

tim.speck@marcusmillichap.com

Email

972-755-5200

Phone

Licensed Supervisor of Sales Agent/Associate

License No.

Email

Phone

Sales Agent/Associate's Name

License No.

Email

Phone

Regulated by the Texas Real Estate Commission

503

East 6th Street

Buyer/Tenant/Seller/Landlord's Initials

Date

Information available at www.trec.texas.gov

IBAS 1-2
Marcus & Millichap

24



BIG AIR

Philip Levy

Executive Managing Director

(972) 755-5225

PLevy@mmreis.com

Jonathan Paredes

Associate

(972) 755-5142

Jonathan.Paredes@marcusmillichap.com

Marcus & Millichap
LEVY RETAIL GROUP