



*For Sale*

101 E. Loop 59  
Atlanta, TX

~~\$699,000.00~~  
**REDUCED TO**  
**\$499,900.00**



**LANDON HUFFER**  
**EXECUTIVE BROKER**

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- Former car lot on hard corner with signal lights and high visibility.
- Next door to Wal-Mart Super Center, CVS Pharmacy and Red River Federal Credit Union.
- Nearby retailers include McDonald's, Anytime Fitness, HealthCare Express, Sonic, Tractor Supply, Aaron's, Pizza Hut, Auto Zone, O'Reilly's Auto Parts, Domino's Pizza and more.
- 6.785 acres

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- II. CITY AND AREA INFORMATION
- III. LOCATION MAP
- IV. DEMOGRAPHICS
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- VI. BROKERAGE SERVICES

## AERIAL OVERVIEW



101 E. LOOP 59  
ATLANTA, TX



## CITY AND AREA INFORMATION

### TEXARKANA, USA:

Texarkana, TX - Texarkana, AR MSA is a two-county region anchored by the twin cities of Texarkana, Texas and Texarkana, Arkansas, and encompassing the surrounding communities in Bowie County, Texas and Miller County, Arkansas. As of the 2010 census, the MSA had a population of 136,027.

Texarkana is a major transportation hub being centrally located between Dallas - Ft. Worth (175 miles west) and Little Rock, AR (150 miles east) on I-30. Shreveport - Bossier City, LA is located 75 miles south by partially completed I-49/Hwy 71. Eventually I-49 will connect New Orleans, LA to Kansas City, MO going right through Texarkana. The projected I-69 corridor would connect Laredo, TX to Houston, TX and eventually to the Canadian border via Indianapolis and shows Texarkana as either part of the primary route or as a spur. Other major transportation routes going through Texarkana included US 59, US 67, US 71, US 82 and Texas State Hwy Loop 151 and Arkansas Loop 245.

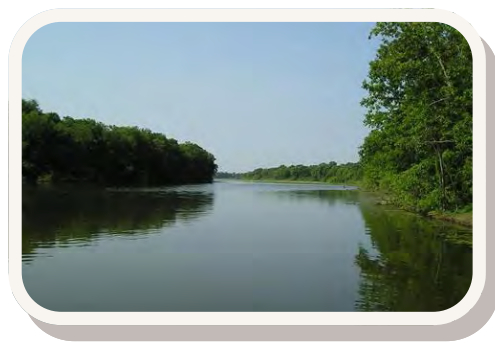
Multiple transportation projects have been completed to expand Texarkana's capabilities to handle the ever growing amount of traffic and to relieve strain on the I-30 exits and frontage roads. The frontage roads on both the north and south sides of I-30 were converted from two-way to one-way west on the north side of I-30 and one-way east on the south side from the Nash, TX exit on the west side of Texarkana, TX to the Jefferson St., exit in Texarkana, AR. This has relieved much of the congestion that has plagued the frontage roads and various I-30 overpasses.

In 2009 Milken Institute rated Texarkana #17 on its list of small metro areas where America's jobs are created and sustained as compared to #81 in 2008. This was the second largest jump in the nation. Forbes Magazine has rated Texarkana as the #4 best public schools in the nation.

Atlanta, TX is 25 miles south of Texarkana, TX and is near the Louisiana/Texas state line. Atlanta, TX is on the current Hwy 59 corridor which is the future I-69 corridor.

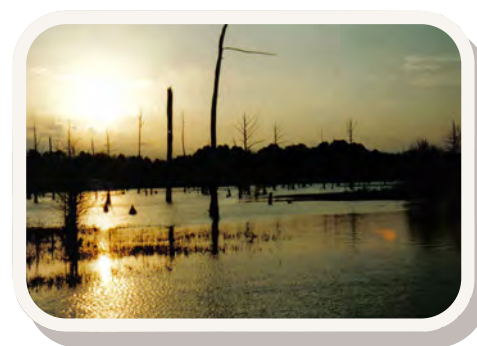
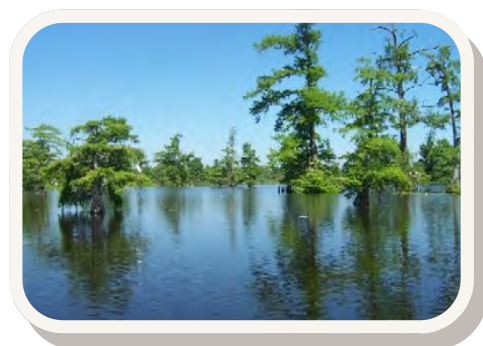
### **Lake Wright Patman:**

The U.S. Army Corps of Engineers maintains nine parks around Wright Patman Lake. These parks provide lake access for boating, swimming and fishing as well as camping, picnicking, hiking, equestrian trails and other outdoor activities. Atlanta State Park is also located on the south shore of the lake. Surface area is 20,300 acres.



### **Lake Millwood:**

Lake Millwood is mainly recognized for its beauty and fishing. There are 15 recreational parks around the lake to provide campers with picnic areas, boat ramps, swimming areas, showers and restrooms. Millwood is a superb place to fish, mainly due to its 35,000 acres (14,000 ha) of submerged timber that make excellent homes for the many varieties of fish in the lake. Millwood has also been known as one of the best bass fishing lakes in the United States. Every year it is home of many bass fishing tournaments and fishing derbies, all in search of Millwood's lunker largemouth bass.





### **Atlanta State Park**

A Peaceful Retreat:

*Fishing, camping, birding await in scenic northeast Texas.* Atlanta State Park sits on the shores of Wright Patman Lake in the far northeast corner of Texas. Towering pines and hardwoods shade the park, providing fall and spring color, and beauty year-round.

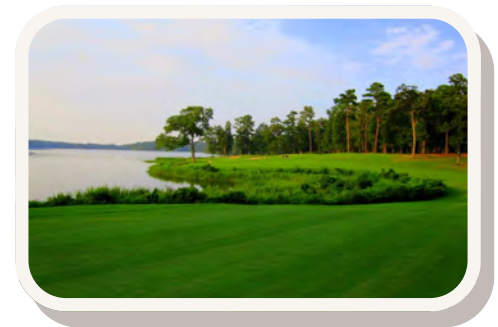
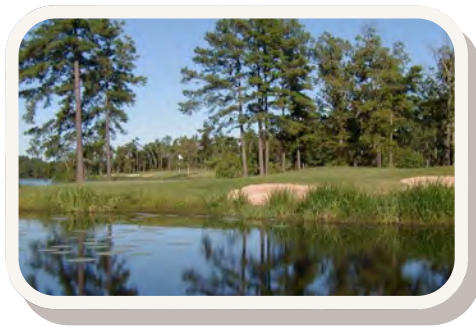
At Atlanta State Park, you can fish, boat, water-ski and swim at a designated area (no lifeguard on duty). Ashore, you may walk, study nature, bird, camp, picnic, geocache, and jog or hike along roads, trails and shorelines. Explore hilly park roads on your bicycle.

Fishermen enjoy this 20,300-acre reservoir (and its 75-pound catfish). The park has two boat ramps and a fish cleaning station.

The park offers 4.8 miles of hiking trails, including a .8-mile nature trail. Campers can reserve one of 58 campsites. All sites have water and electricity; 14 of them have sewer hook-ups, too. The picnic pavilion and an amphitheater can be reserved for group events.

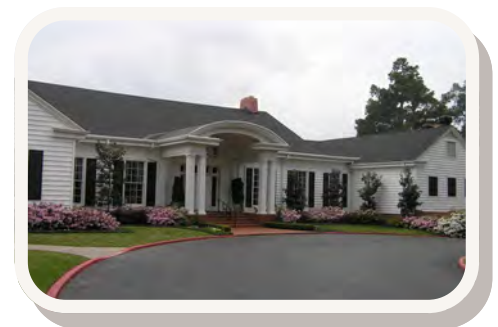
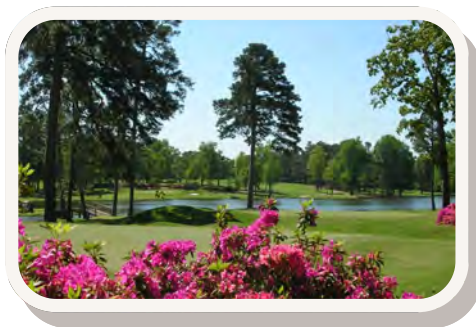
### **Golf Ranch:**

The Texarkana Golf Ranch in Texarkana, Texas sits on the banks of the 600 acre Bringle Lake across from Texas A&M University - Texarkana. Known as one of the premier championship golf courses in the United States, Texarkana Golf Ranch layout has extraordinary 50" elevation changes and breathtaking vistas. Host of many corporate and special events, including AJGA and Tightlies Tournaments, Texarkana Golf Ranch is a golf course that will challenge the best of all touring professionals while still providing fun.



### **Texarkana Country Club:**

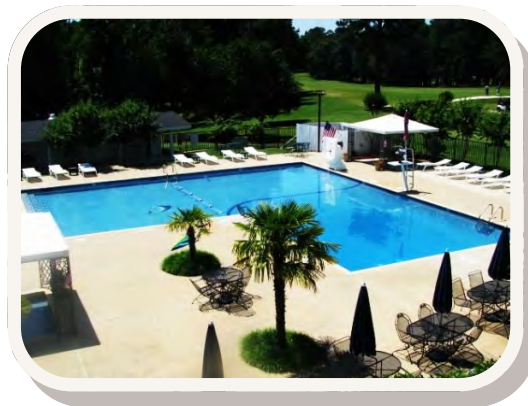
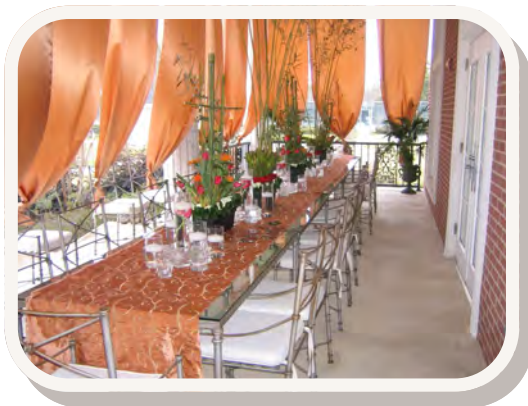
Texarkana Country Club began in 1914 with a nine-hole golf course with sand greens. The membership chose the prestigious architectural firm of Langford and Moreau from Chicago to design the current golf course in 1922. Mr. Langford is best known for his style of deep bunkers and sloping greens. After a renovation in the spring of 2000, the challenging layout now measures 6,935 yards from the championship tees but has definitely retained the flavor of its original design. Maintained in "tournament condition" throughout the year, TCC has hosted numerous state amateur events. Other events include the prestigious Mid-South Cup Matches, the National Youth Classic and six Ben Hogan/Nike Tour events for the PGA tour. Our cherished history includes golfing legend Byron Nelson who served as Club Pro in 1934 prior to his outstanding career on the PGA Tour. Mr. Nelson would always practice on the TCC track prior to the Masters tournament referring to it as "Little Augusta" due to the many similarities between the courses.





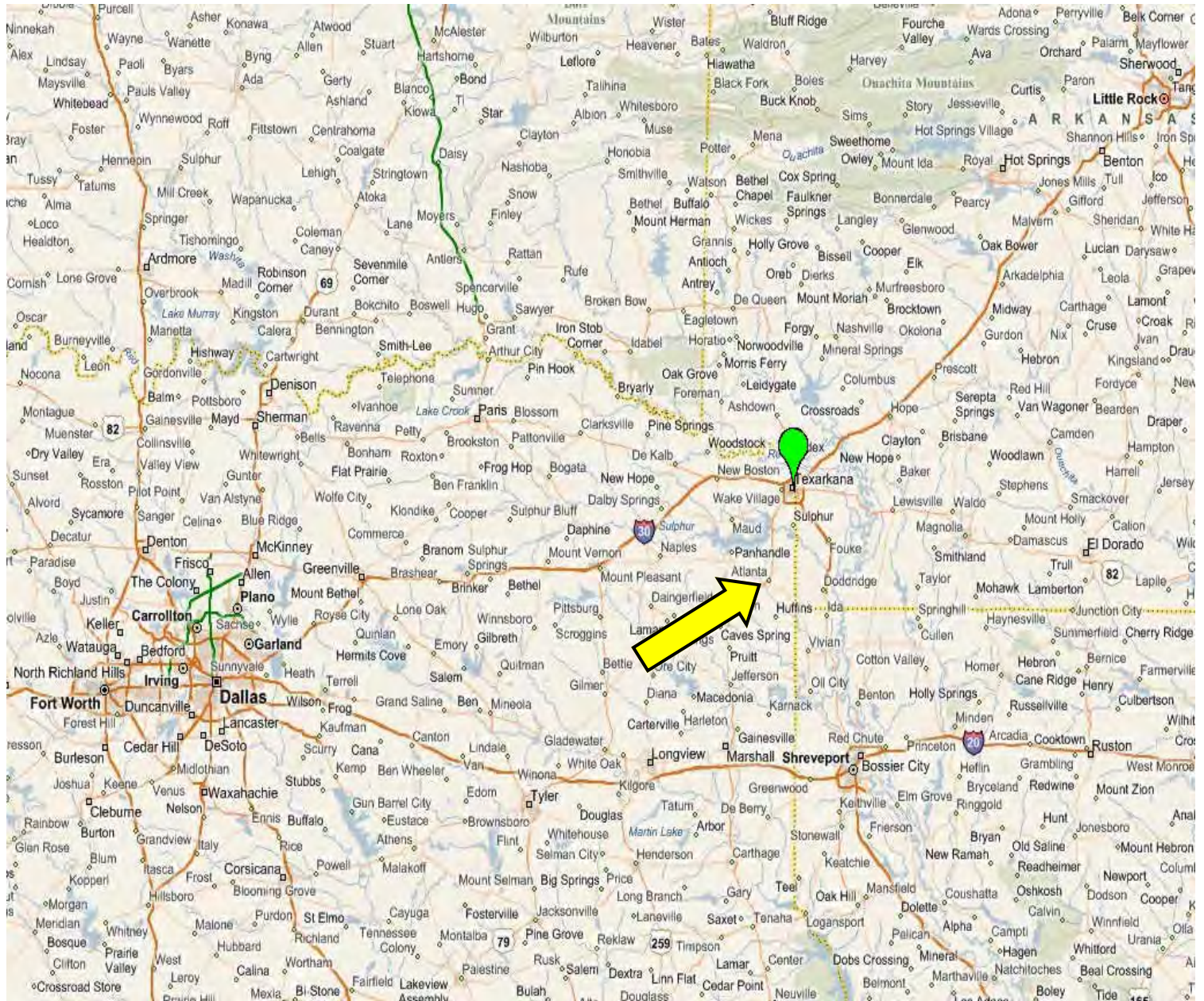
### **North Ridge Country Club:**

Nestled on 160 secluded acres of gentle rolling hills and surrounded by statuesque pines and hardwoods, Northridge Country Club's recently renovated 6,525 yard par 71 golf course proves to be challenging for all levels of golfers. Dramatic elevation changes, dogleg fairways and several lakes and creeks coming in to play combine to make the course demand accurate shots off the tee.





# REGIONAL MAP





## Executive Summary

101 Loop 59, Atlanta, Texas, 75551  
Rings: 1, 3, 5 mile radii

Latitude: 33.11265  
Longitude: -94.18303

	1 mile	3 mile	5 mile
<b>Population</b>			
2000 Population	1,673	7,164	10,101
2010 Population	1,577	7,036	10,023
2014 Population	1,562	7,017	10,073
2019 Population	1,549	7,031	10,155
2000-2010 Annual Rate	-0.59%	-0.18%	-0.08%
2010-2014 Annual Rate	-0.22%	-0.06%	0.12%
2014-2019 Annual Rate	-0.17%	0.04%	0.16%
2014 Male Population	47.2%	47.0%	47.5%
2014 Female Population	52.7%	53.0%	52.5%
2014 Median Age	37.3	40.2	41.3

In the identified area, the current year population is 10,073. In 2010, the Census count in the area was 10,023. The rate of change since 2010 was 0.12% annually. The five-year projection for the population in the area is 10,155 representing a change of 0.16% annually from 2014 to 2019. Currently, the population is 47.5% male and 52.5% female.

### Median Age

The median age in this area is 37.3, compared to U.S. median age of 37.7.

### Race and Ethnicity

2014 White Alone	57.1%	69.0%	74.6%
2014 Black Alone	35.9%	25.6%	20.8%
2014 American Indian/Alaska Native Alone	0.4%	0.4%	0.4%
2014 Asian Alone	0.4%	0.6%	0.5%
2014 Pacific Islander Alone	0.0%	0.0%	0.0%
2014 Other Race	4.2%	2.4%	2.0%
2014 Two or More Races	1.9%	2.0%	1.8%
2014 Hispanic Origin (Any Race)	8.1%	4.9%	4.4%

Persons of Hispanic origin represent 4.4% of the population in the identified area compared to 17.5% 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 45.2 in the identified area, compared to 62.6 for the U.S. as a whole.

### Households

2000 Households	683	2,820	4,012
2010 Households	651	2,836	4,067
2014 Total Households	649	2,838	4,105
2019 Total Households	647	2,849	4,147
2000-2010 Annual Rate	-0.48%	0.06%	0.14%
2010-2014 Annual Rate	-0.07%	0.02%	0.22%
2014-2019 Annual Rate	-0.06%	0.08%	0.20%
2014 Average Household Size	2.40	2.42	2.42

The household count in this area has changed from 4,067 in 2010 to 4,105 in the current year, a change of 0.22% annually. The five-year projection of households is 4,147, a change of 0.20% annually from the current year total. Average household size is currently 2.42, compared to 2.43 in the year 2010. The number of families in the current year is 2,861 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 2014 and 2019. Esri converted Census 2000 data into 2010 geography.

February 02, 2015





## Executive Summary

101 Loop 59, Atlanta, Texas, 75551  
Rings: 1, 3, 5 mile radii

Latitude: 33.11265  
Longitude: -94.18303

	1 mile	3 mile	5 mile
<b>Median Household Income</b>			
2014 Median Household Income	\$26,507	\$33,309	\$36,808
2019 Median Household Income	\$30,553	\$39,131	\$43,042
2014-2019 Annual Rate	2.88%	3.27%	3.18%
<b>Average Household Income</b>			
2014 Average Household Income	\$41,078	\$47,670	\$50,594
2019 Average Household Income	\$46,501	\$54,076	\$57,183
2014-2019 Annual Rate	2.51%	2.55%	2.48%
<b>Per Capita Income</b>			
2014 Per Capita Income	\$16,999	\$19,444	\$20,548
2019 Per Capita Income	\$19,345	\$22,114	\$23,282
2014-2019 Annual Rate	2.62%	2.61%	2.53%

Current median household income is \$36,808 in the area, compared to \$52,076 for all U.S. households. Median household income is projected to be \$43,042 in five years, compared to \$59,599 for all U.S. households

Current average household income is \$50,594 in this area, compared to \$72,809 for all U.S. households. Average household income is projected to be \$57,183 in five years, compared to \$83,937 for all U.S. households

Current per capita income is \$20,548 in the area, compared to the U.S. per capita income of \$27,871. The per capita income is projected to be \$23,282 in five years, compared to \$32,168 for all U.S. households

<b>Housing</b>			
2000 Total Housing Units	798	3,213	4,532
2000 Owner Occupied Housing Units	470	2,004	2,956
2000 Renter Occupied Housing Units	213	815	1,056
2000 Vacant Housing Units	115	394	520
2010 Total Housing Units	773	3,253	4,670
2010 Owner Occupied Housing Units	397	1,836	2,814
2010 Renter Occupied Housing Units	254	1,000	1,253
2010 Vacant Housing Units	122	417	603
2014 Total Housing Units	773	3,308	4,769
2014 Owner Occupied Housing Units	383	1,785	2,774
2014 Renter Occupied Housing Units	266	1,053	1,331
2014 Vacant Housing Units	124	470	664
2019 Total Housing Units	776	3,367	4,866
2019 Owner Occupied Housing Units	379	1,789	2,799
2019 Renter Occupied Housing Units	268	1,060	1,348
2019 Vacant Housing Units	129	518	719

Currently, 58.2% of the 4,769 housing units in the area are owner occupied; 27.9%, renter occupied; and 13.9% are vacant. Currently, in the U.S., 56.0% of the housing units in the area are owner occupied; 32.4% are renter occupied; and 11.6% are vacant. In 2010, there were 4,670 housing units in the area - 60.3% owner occupied, 26.8% renter occupied, and 12.9% vacant. The annual rate of change in housing units since 2010 is 0.94%. Median home value in the area is \$91,808, compared to a median home value of \$190,791 for the U.S. In five years, median value is projected to change by 7.48% annually to \$131,664.

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

**Source:** U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2014 and 2019. Esri converted Census 2000 data into 2010 geography.

February 02, 2015





## Demographic and Income Profile

101 Loop 59, Atlanta, Texas, 75551  
Ring: 1 mile radius

Latitude: 33.11265  
Longitude: -94.18303

Summary	Census 2010	2014	2019				
Population	1,577	1,562	1,549				
Households	651	649	647				
Families	420	415	411				
Average Household Size	2.42	2.40	2.39				
Owner Occupied Housing Units	397	383	379				
Renter Occupied Housing Units	254	266	268				
Median Age	37.1	37.3	38.4				
Trends: 2014 - 2019 Annual Rate	Area	State	National				
Population	-0.17%	1.49%	0.73%				
Households	-0.06%	1.51%	0.75%				
Families	-0.19%	1.44%	0.66%				
Owner HHs	-0.21%	1.44%	0.69%				
Median Household Income	2.88%	3.41%	2.74%				
Households by Income	2014		2019				
	Number	Percent	Number	Percent			
	<\$15,000	210	32.4%	201	31.1%		
	\$15,000 - \$24,999	99	15.3%	79	12.2%		
	\$25,000 - \$34,999	80	12.3%	70	10.8%		
	\$35,000 - \$49,999	75	11.6%	72	11.1%		
	\$50,000 - \$74,999	73	11.2%	87	13.4%		
	\$75,000 - \$99,999	74	11.4%	89	13.8%		
	\$100,000 - \$149,999	20	3.1%	26	4.0%		
	\$150,000 - \$199,999	12	1.8%	15	2.3%		
\$200,000+	6	0.9%	8	1.2%			
Median Household Income	\$26,507		\$30,553				
Average Household Income	\$41,078		\$46,501				
Per Capita Income	\$16,999		\$19,345				
Population by Age	Census 2010		2014		2019		
	Number	Percent	Number	Percent	Number	Percent	
	0 - 4	109	6.9%	109	7.0%	110	7.1%
	5 - 9	120	7.6%	108	6.9%	106	6.8%
	10 - 14	100	6.3%	113	7.2%	104	6.7%
	15 - 19	127	8.1%	92	5.9%	101	6.5%
	20 - 24	87	5.5%	107	6.8%	78	5.0%
	25 - 34	210	13.3%	209	13.4%	201	13.0%
	35 - 44	171	10.9%	178	11.4%	200	12.9%
	45 - 54	226	14.3%	199	12.7%	172	11.1%
	55 - 64	172	10.9%	182	11.6%	205	13.2%
	65 - 74	134	8.5%	149	9.5%	151	9.7%
	75 - 84	92	5.8%	87	5.6%	88	5.7%
	85+	28	1.8%	30	1.9%	33	2.1%
	Race and Ethnicity	Census 2010		2014		2019	
Number		Percent	Number	Percent	Number	Percent	
White Alone		906	57.5%	891	57.1%	883	57.0%
Black Alone		580	36.8%	561	35.9%	534	34.5%
American Indian Alone		7	0.4%	7	0.4%	7	0.5%
Asian Alone		7	0.4%	7	0.4%	8	0.5%
Pacific Islander Alone		0	0.0%	0	0.0%	0	0.0%
Some Other Race Alone		51	3.2%	65	4.2%	80	5.2%
Two or More Races		26	1.6%	30	1.9%	37	2.4%
Hispanic Origin (Any Race)		104	6.6%	127	8.1%	160	10.3%

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

**Source:** U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2014 and 2019.

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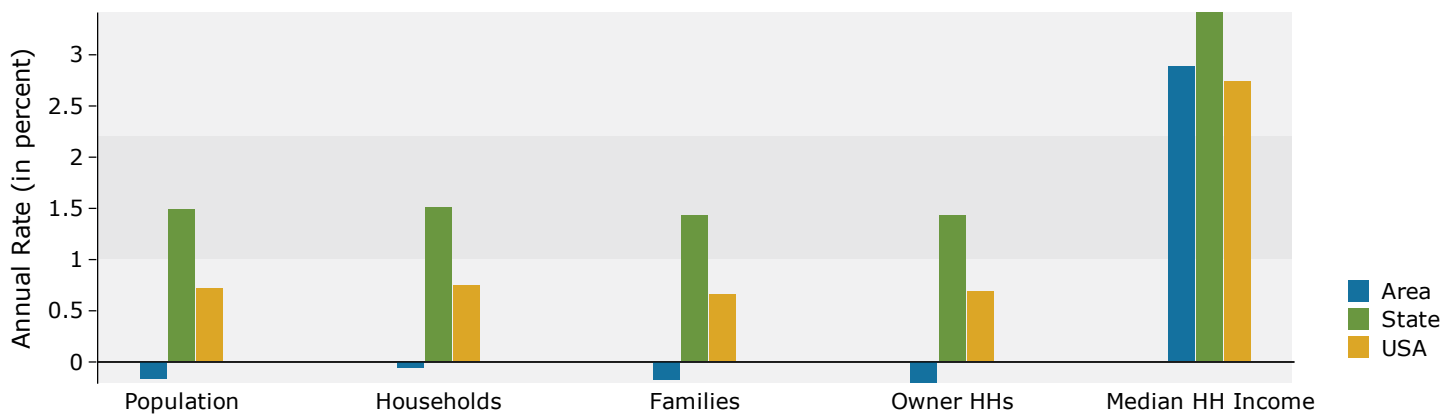


## Demographic and Income Profile

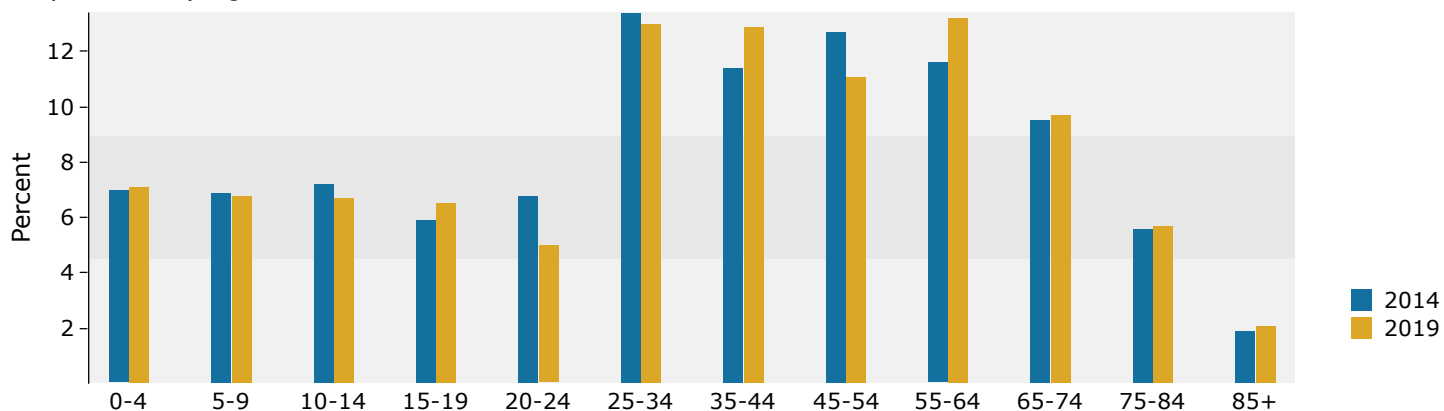
101 Loop 59, Atlanta, Texas, 75551  
Ring: 1 mile radius

Latitude: 33.11265  
Longitude: -94.18303

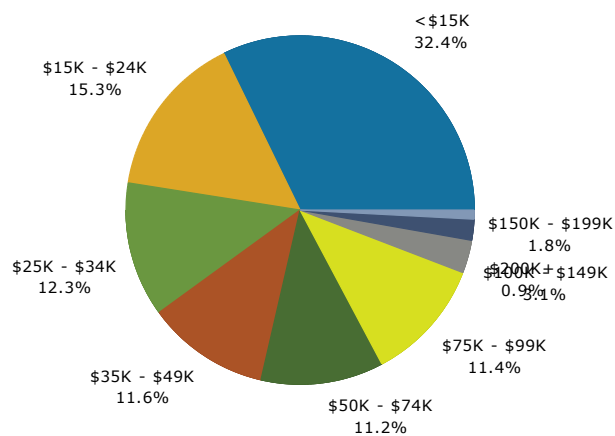
### Trends 2014-2019



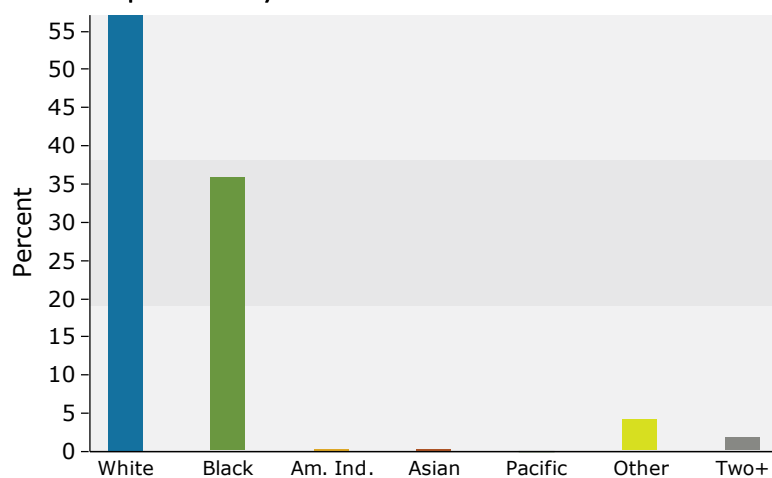
### Population by Age



### 2014 Household Income



### 2014 Population by Race



2014 Percent Hispanic Origin: 8.1%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2014 and 2019.

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## Demographic and Income Profile

101 Loop 59, Atlanta, Texas, 75551  
Ring: 3 mile radius

Latitude: 33.11265  
Longitude: -94.18303

Summary	Census 2010	2014	2019				
Population	7,036	7,017	7,031				
Households	2,836	2,838	2,849				
Families	1,923	1,915	1,914				
Average Household Size	2.43	2.42	2.42				
Owner Occupied Housing Units	1,836	1,785	1,789				
Renter Occupied Housing Units	1,000	1,053	1,060				
Median Age	39.6	40.2	41.3				
Trends: 2014 - 2019 Annual Rate	Area	State	National				
Population	0.04%	1.49%	0.73%				
Households	0.08%	1.51%	0.75%				
Families	-0.01%	1.44%	0.66%				
Owner HHs	0.04%	1.44%	0.69%				
Median Household Income	3.27%	3.41%	2.74%				
Households by Income	2014		2019				
	Number	Percent	Number	Percent			
	<\$15,000	726	25.6%	690	24.2%		
	\$15,000 - \$24,999	416	14.7%	328	11.5%		
	\$25,000 - \$34,999	320	11.3%	275	9.7%		
	\$35,000 - \$49,999	401	14.1%	384	13.5%		
	\$50,000 - \$74,999	380	13.4%	445	15.6%		
	\$75,000 - \$99,999	340	12.0%	402	14.1%		
	\$100,000 - \$149,999	160	5.6%	209	7.3%		
	\$150,000 - \$199,999	47	1.7%	57	2.0%		
	\$200,000+	48	1.7%	60	2.1%		
Median Household Income	\$33,309		\$39,131				
Average Household Income	\$47,670		\$54,076				
Per Capita Income	\$19,444		\$22,114				
Population by Age	Census 2010		2014		2019		
	Number	Percent	Number	Percent	Number	Percent	
	0 - 4	444	6.3%	428	6.1%	439	6.2%
	5 - 9	520	7.4%	445	6.3%	419	6.0%
	10 - 14	511	7.3%	505	7.2%	431	6.1%
	15 - 19	493	7.0%	460	6.6%	462	6.6%
	20 - 24	367	5.2%	436	6.2%	407	5.8%
	25 - 34	827	11.8%	818	11.7%	836	11.9%
	35 - 44	797	11.3%	803	11.4%	810	11.5%
	45 - 54	968	13.8%	897	12.8%	814	11.6%
	55 - 64	793	11.3%	849	12.1%	937	13.3%
	65 - 74	672	9.6%	723	10.3%	741	10.5%
	75 - 84	434	6.2%	436	6.2%	505	7.2%
	85+	210	3.0%	216	3.1%	230	3.3%
	Race and Ethnicity	Census 2010		2014		2019	
Number		Percent	Number	Percent	Number	Percent	
White Alone		4,863	69.1%	4,845	69.0%	4,855	69.1%
Black Alone		1,868	26.5%	1,799	25.6%	1,717	24.4%
American Indian Alone		25	0.4%	25	0.4%	25	0.4%
Asian Alone		35	0.5%	40	0.6%	46	0.7%
Pacific Islander Alone		0	0.0%	0	0.0%	0	0.0%
Some Other Race Alone		132	1.9%	170	2.4%	214	3.0%
Two or More Races		113	1.6%	139	2.0%	173	2.5%
Hispanic Origin (Any Race)		274	3.9%	345	4.9%	448	6.4%

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

**Source:** U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2014 and 2019.

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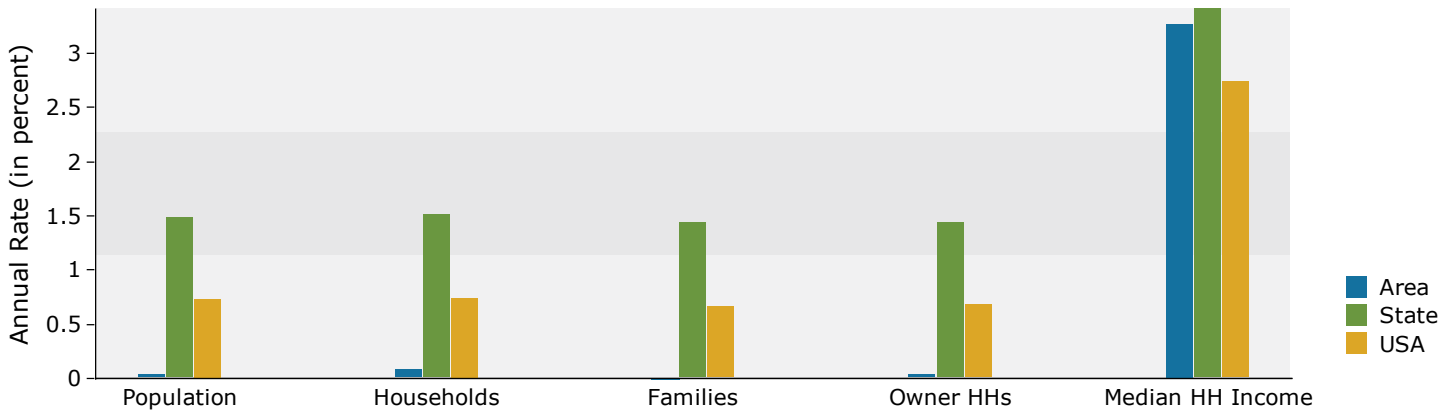


## Demographic and Income Profile

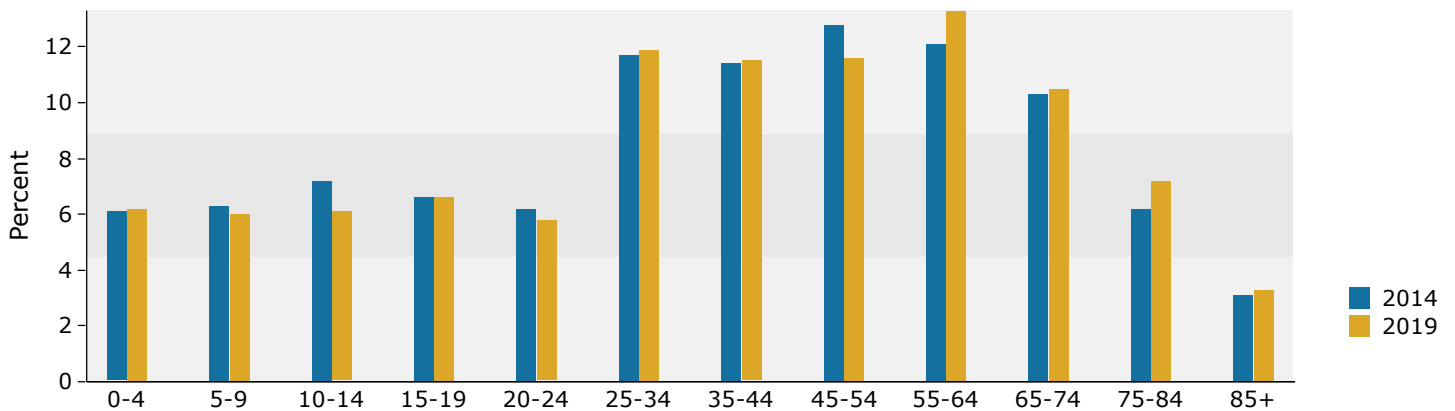
101 Loop 59, Atlanta, Texas, 75551  
Ring: 3 mile radius

Latitude: 33.11265  
Longitude: -94.18303

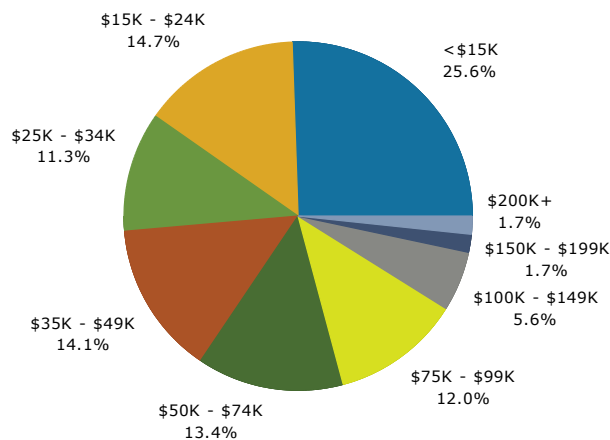
### Trends 2014-2019



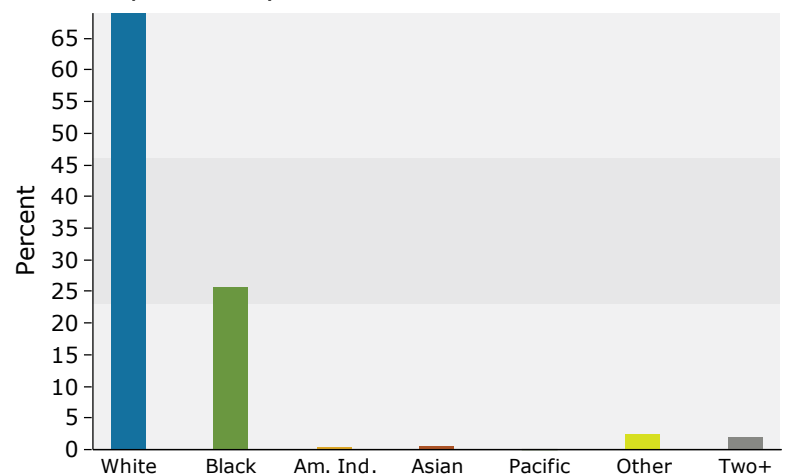
### Population by Age



### 2014 Household Income



### 2014 Population by Race



2014 Percent Hispanic Origin: 4.9%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2014 and 2019.

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## Demographic and Income Profile

101 Loop 59, Atlanta, Texas, 75551  
Ring: 5 mile radius

Latitude: 33.11265  
Longitude: -94.18303

Summary	Census 2010	2014	2019				
Population	10,023	10,073	10,155				
Households	4,067	4,105	4,147				
Families	2,847	2,861	2,879				
Average Household Size	2.43	2.42	2.42				
Owner Occupied Housing Units	2,814	2,774	2,799				
Renter Occupied Housing Units	1,253	1,331	1,348				
Median Age	40.5	41.3	42.3				
Trends: 2014 - 2019 Annual Rate	Area	State	National				
Population	0.16%	1.49%	0.73%				
Households	0.20%	1.51%	0.75%				
Families	0.13%	1.44%	0.66%				
Owner HHs	0.18%	1.44%	0.69%				
Median Household Income	3.18%	3.41%	2.74%				
Households by Income	2014		2019				
	Number	Percent	Number	Percent			
	<\$15,000	933	22.7%	884	21.3%		
	\$15,000 - \$24,999	570	13.9%	449	10.8%		
	\$25,000 - \$34,999	452	11.0%	387	9.3%		
	\$35,000 - \$49,999	605	14.7%	577	13.9%		
	\$50,000 - \$74,999	612	14.9%	716	17.3%		
	\$75,000 - \$99,999	549	13.4%	646	15.6%		
	\$100,000 - \$149,999	243	5.9%	316	7.6%		
	\$150,000 - \$199,999	66	1.6%	79	1.9%		
\$200,000+	76	1.9%	93	2.2%			
Median Household Income	\$36,808		\$43,042				
Average Household Income	\$50,594		\$57,183				
Per Capita Income	\$20,548		\$23,282				
Population by Age	Census 2010		2014		2019		
	Number	Percent	Number	Percent	Number	Percent	
	0 - 4	616	6.1%	593	5.9%	608	6.0%
	5 - 9	708	7.1%	628	6.2%	595	5.9%
	10 - 14	713	7.1%	698	6.9%	622	6.1%
	15 - 19	681	6.8%	639	6.3%	638	6.3%
	20 - 24	523	5.2%	595	5.9%	554	5.5%
	25 - 34	1,140	11.4%	1,175	11.7%	1,190	11.7%
	35 - 44	1,164	11.6%	1,147	11.4%	1,168	11.5%
	45 - 54	1,426	14.2%	1,338	13.3%	1,218	12.0%
	55 - 64	1,193	11.9%	1,282	12.7%	1,418	14.0%
	65 - 74	1,010	10.1%	1,091	10.8%	1,126	11.1%
	75 - 84	600	6.0%	619	6.1%	731	7.2%
	85+	251	2.5%	269	2.7%	290	2.9%
Race and Ethnicity	Census 2010		2014		2019		
	Number	Percent	Number	Percent	Number	Percent	
	White Alone	7,477	74.6%	7,509	74.6%	7,567	74.5%
	Black Alone	2,165	21.6%	2,094	20.8%	2,010	19.8%
	American Indian Alone	40	0.4%	41	0.4%	41	0.4%
	Asian Alone	40	0.4%	46	0.5%	53	0.5%
	Pacific Islander Alone	1	0.0%	1	0.0%	1	0.0%
	Some Other Race Alone	156	1.6%	202	2.0%	257	2.5%
	Two or More Races	145	1.4%	179	1.8%	226	2.2%
	Hispanic Origin (Any Race)	349	3.5%	445	4.4%	580	5.7%

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

**Source:** U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2014 and 2019.

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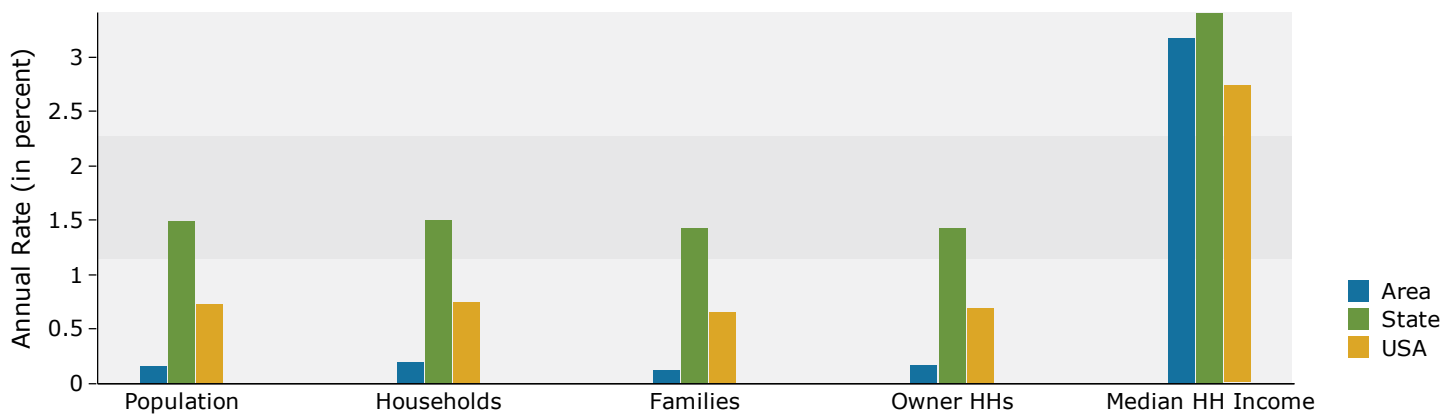


## Demographic and Income Profile

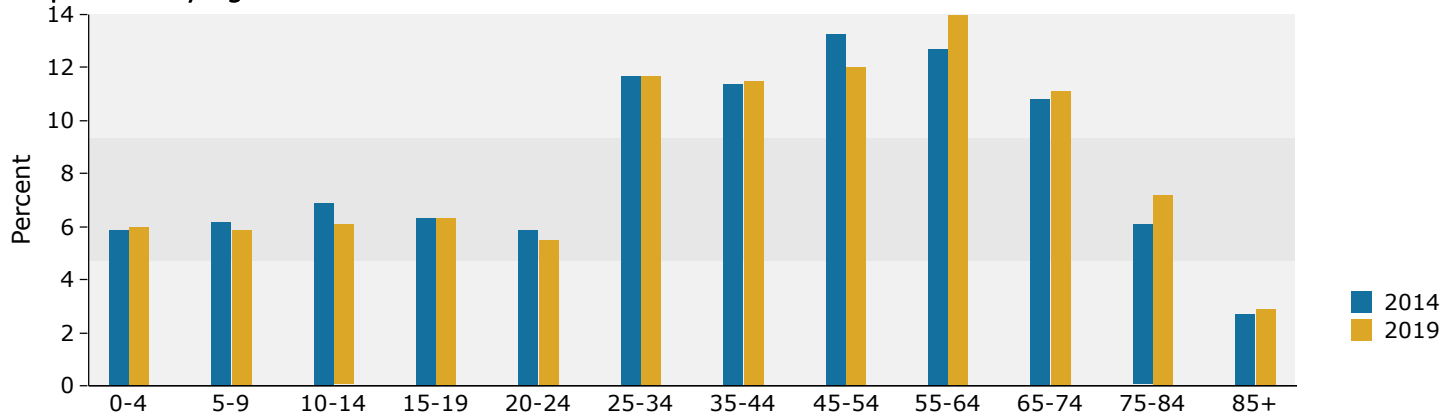
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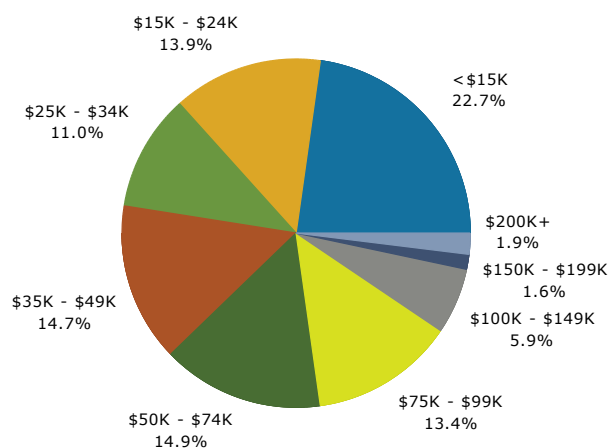
### Trends 2014-2019



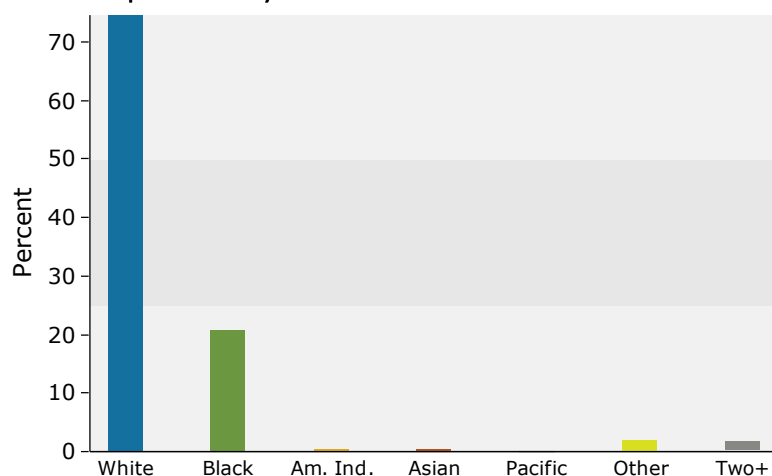
### Population by Age



### 2014 Household Income



### 2014 Population by Race



2014 Percent Hispanic Origin: 4.4%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2014 and 2019.

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Approved by the Texas Real Estate Commission for Voluntary Use

Texas law requires all real estate licensees to give the following information  
About brokerage services to prospective buyers, tenants, sellers and landlords.

### Information About Brokerage Services

**B**efore working with a real estate broker, you should know that the duties of a broker depend on whom the broker represents. If you are a prospective seller or landlord (owner) or a prospective buyer or tenant (buyer), you should know that the broker who lists the property for sale or lease is the owner's agent. A broker who acts as a subagent represents the owner in cooperation with the listing broker. A broker may act as an intermediary between the parties if the parties consent in writing. A broker can assist you in locating a property, preparing a contract or lease, or obtaining financing without representing you. A broker is obligated by law to treat you honestly.

#### IF THE BROKER REPRESENTS THE OWNER:

The broker becomes the owner's agent by entering into an agreement with the owner, usually through a written - listing agreement, or by agreeing to act as a subagent by accepting an offer of subagency from the listing broker. A subagent may work in a different real estate office. A listing broker or subagent can assist the buyer but does not represent the buyer and must place the interest of the owner first. The buyer should not tell the owner's agent anything the buyer would not want the owner to know because an owner's agent must disclose to the owner any material information known to the agent.

#### IF THE BROKER REPRESENTS THE BUYER:

The broker becomes the buyer's agent by entering into an agreement to represent the buyer, usually through a written buyer representation agreement. A buyer's agent can assist the owner but does not represent the owner and must place the interest of the buyer first. The owner should not tell a buyer's agent anything the owner would not want the buyer to know because a buyer's agent must disclose to the buyer any material information known to the agent.

#### IF THE BROKER ACTS AS AN INTERMEDIARY:

A broker may act as an intermediary between the parties if the broker complies with The Texas Real Estate License Act. The

broker must obtain the written consent of each party to the transaction to act as an intermediary. The written consent must state who will pay the broker and, in conspicuous bold or underlined print, set for the broker's obligations as an intermediary. The broker is required to treat each party honestly and fairly and to comply with The Texas Real Estate License Act. A broker who acts as an intermediary in a transaction:

1. shall treat all parties honestly;
2. may not disclose that the owner will accept a price less than the asking price unless authorized in writing to do so by the owner;
3. may not disclose that the buyer will pay a price greater than the price submitted in a written offer unless authorized in writing to do so by the buyer; and
4. may not disclose any confidential information or any information that a party specifically instructs the broker in writing not to disclose unless authorized in writing to disclose the information or required to do so by The Texas Real Estate License Act or a court order or if the information materially related to the condition of the property.

With the parties' consent, a broker acting as an intermediary between the parties may appoint a person who is licensed under The Texas Real Estate License Act and associated with the broker to communicate with and carry out instructions of one party and another person who is licensed under that Act and associated with the broker to communicate with and carry out instructions of the other party.

#### If you choose to have a broker represent you,

you should enter into a written agreement with the broker that clearly establishes the broker's obligations and your obligations. The agreement should state how and by whom the broker will be paid. You have the right to choose the type of representation, if any, you wish to receive. Your payment of a fee to a broker does not necessarily establish that the broker represents you. If you have any questions regarding the duties and responsibilities of the broker, you should resolve those questions before proceeding.

Real estate licensee asks that you acknowledge receipt of this information about brokerage services for the licensee's records.

Buyer, Seller, Landlord or Tenant

Date

Texas Real Estate Brokers and Salesperson are licensed and regulated by the Texas Real Estate Commission (TREC). If you have a question or complaint regarding a real estate licensee, you should contact TREC at P.O. Box 12188, Austin, Texas 78711-2188 or 512-465-3960.

(TAR-2501) 1/1/96

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