

WINGSTOP

BRAND NEW 10 YR LEASE W/ 12% INCREASES EVERY 5 YEARS

208 NORTH GRAND AVENUE, NOGALES, AZ 85621



OFFERING MEMORANDUM

Marcus & Millichap



**NOGALES
HIGH SCHOOL**

Holiday Inn Express
Carl's Jr.
BW | Best Western
CANDLEWOOD SUITES

TSC TRACTOR SUPPLY CO
Save A Lot
JCPenney
PETSMART
food stores
CHIPOTLE
Starbucks
HOBBY LOBBY
SAFeway
ROSS
DRESS FOR LESS

Walmart

THE HOME DEPOT

Carondelet Holy Cross Hospital

U.S. Customs and Border Protection

WING-STOP

FOOD CITY
O'Reilly
AUTO PARTS
FAMILY DOLLAR
McDonald's
goodwill
BURGER KING
Chick-fil-A

U.S. Customs and Border Protection

UNITED STATES
MEXICO



The information in this package has been secured from sources we believe to be reliable, but we make no representations or warranties, expressed or implied, as to the accuracy of the information. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. Any projections, opinions, assumptions or estimates used herein are for example purposes only and do not represent the current or future performance of the property. Marcus & Millichap Real Estate Investment Services is a service mark of Marcus & Millichap Real Estate Investment Services, Inc. © 2025 Marcus Millichap

Executive Summary

208 North Grand Avenue, Nogales, AZ 85621

FINANCIAL SUMMARY

Price	\$1,477,000
Cap Rate	6.50%
Building Size	2,154 SF
Net Cash Flow	6.50% \$96,000
Year Built	1976 / Renovated 2025
Lot Size	0.59 Acres

LEASE SUMMARY

Lease Type	Double-Net (NN) Lease
Tenant	Wingstop
Guarantor	San Antonio Wings, Inc. (115+ Unit Franchisee)
Roof & Structure	Landlord Responsible*
Lease Commencement Date	April 25, 2025
Lease Expiration Date	April 30, 2035
Lease Term	10 Years
Rental Increases	12% Every 5 Years
Renewal Options	3, 5 Year Options
Right of First Refusal	None

*New roof installed in 2025 with a 5 year warranty.

ANNUALIZED OPERATING DATA

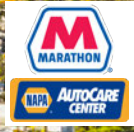
Lease Years	Annual Rent	Cap Rate
Current – 4/30/2030	\$96,000.00	6.50%
5/1/2030 – 4/30/2035	\$107,520.00	7.28%
Renewal Options	Annual Rent	Cap Rate
Option 1 (5/1/2035 – 4/30/2040)	\$120,422.40	8.15%
Option 2 (5/1/2040 – 4/30/2045)	\$134,873.09	9.13%
Option 3 (5/1/2045 – 4/30/2050)	\$151,057.86	10.23%

Base Rent	\$96,000
Net Operating Income	\$96,000
Total Return	6.50% \$96,000





**PIERSON
HIGH SCHOOL**



**NOGALES
PUBLIC LIBRARY**



**BOWMAN SENIOR
RESIDENCES**
±48 Units

7,600 CPD
N ARROYO BLVD

8,100 CPD
N GRAND AVENUE





DENNIS DECONCINI
PORT OF ENTRY

BURGER KING

McDonald's

HISTORIC DOWNTOWN NOGALES

AutoZone

metro
by T-Mobile

7,600 CPD
N ARROYO BLVD

BOWMAN SENIOR
RESIDENCES
±48 Units



CIRCLE K

8,100 CPD
N GRAND AVENUE



Property Description



INVESTMENT HIGHLIGHTS

- » **Brand New 10-Year Lease with the Largest Wingstop Franchisee (115+ Units)**
- » 12% Rental Increases Every 5 Years with Multiple Renewal Options
- » **Recently Remodeled in 2025 with New Roof Coating, HVAC Units, Parking Lot Reseal and Striping, and 1,500 Gallon Grease Trap**
- » Located Two Miles from the U.S./Mexico Border - Approximately 3.2 Million Pedestrians and 3.8 Million Vehicles Cross Annually
- » **Situated in the Heart of Downtown Nogales - Nearly 21,000 Residents Located within a 5-Mile Radius**
- » Surrounded by National Retailers - McDonald's, Burger King, Family Dollar, Food City, Peter Piper Pizza, Church's Chicken, and More
- » **Excellent Visibility Along North Grand Avenue (12,400 Cars per Day)**



DEMOGRAPHICS

1-mile

3-miles

5-miles

Population

2029 Projection	6,674	16,299	20,940
2024 Estimate	6,643	16,266	20,883
Growth 2024 - 2029	0.48%	0.20%	0.27%

Households

2029 Projections	2,533	5,923	7,559
2024 Estimate	2,483	5,809	7,422
Growth 2024 - 2029	2.03%	1.96%	1.85%

Income

2024 Est. Average Household Income	\$51,965	\$56,958	\$62,045
2024 Est. Median Household Income	\$38,643	\$40,874	\$44,512

Tenant Overview



NASDAQ: WING
Stock Symbol



±2,800
Locations



DALLAS, TEXAS
Headquarters



1994
Founded

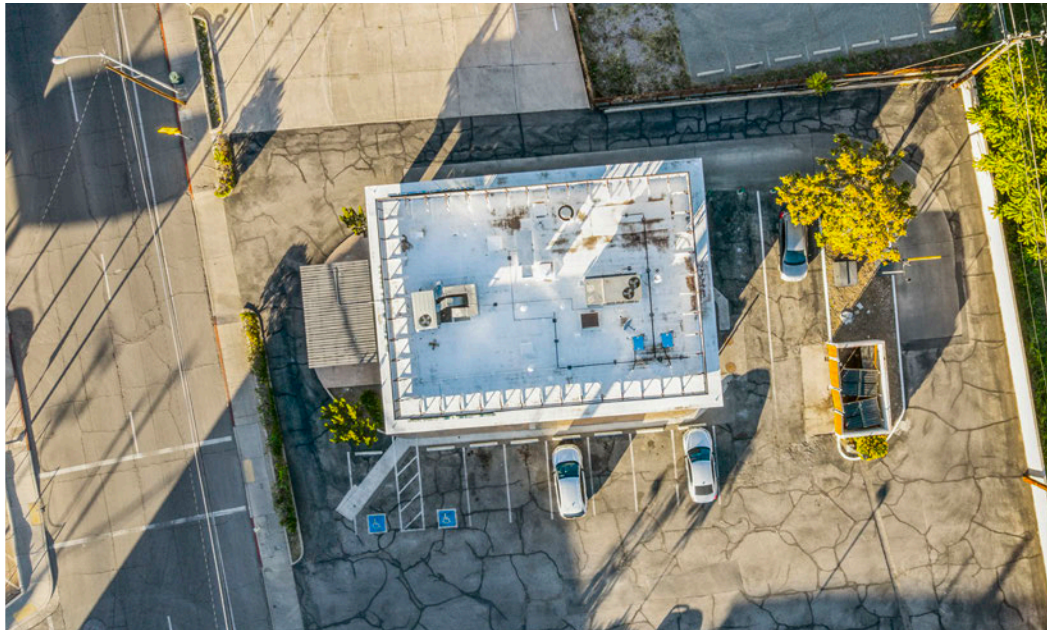


WWW.WINGSTOP.COM
Website

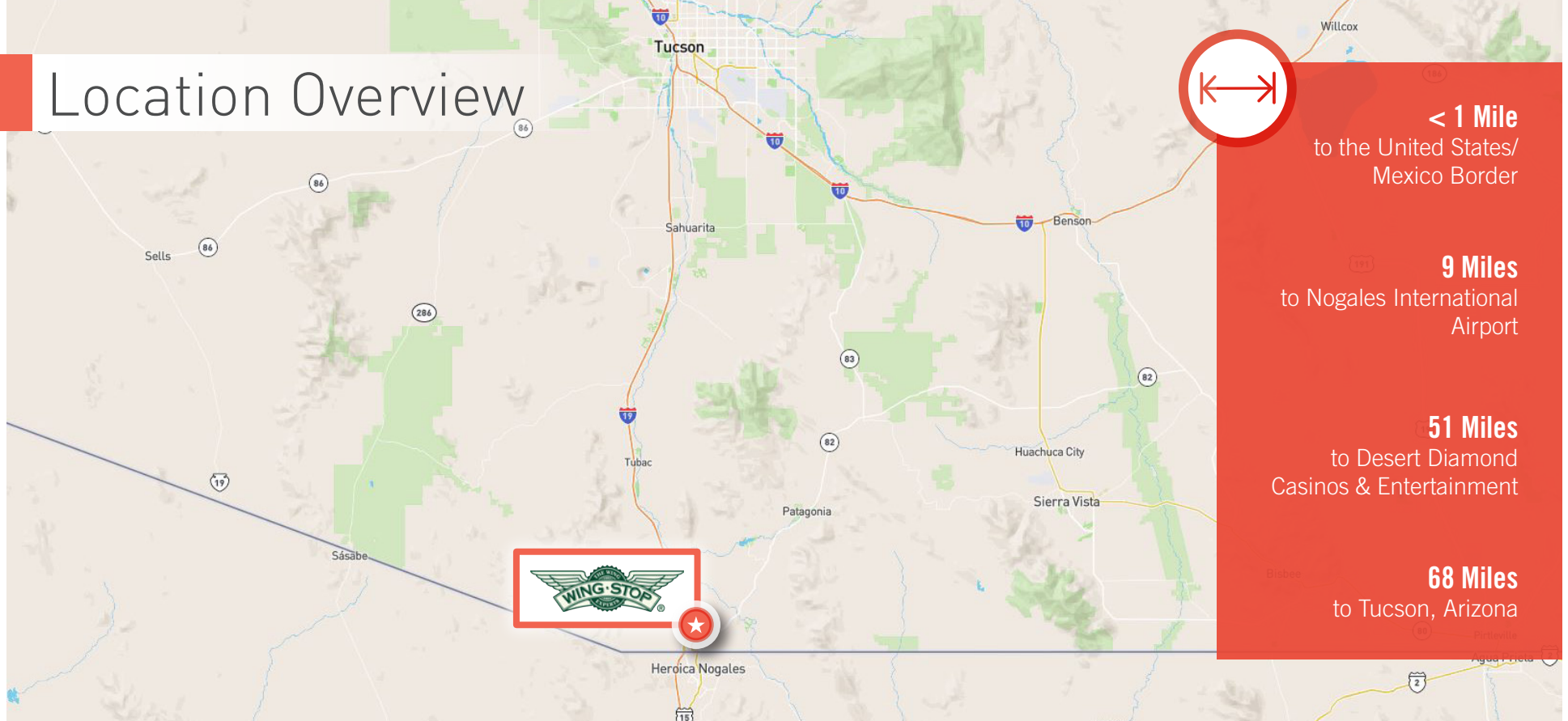
Founded in 1994 and headquartered in Dallas, TX, Wingstop Inc. (NASDAQ: WING) operates and franchises more than 2,800 restaurants worldwide – with 98% of the total restaurant count owned by brand partners. Dedicated to Serving the World Flavor, the Flavor Experts offer cooked-to-order and hand sauced-and-tossed classic and boneless wings, tenders and chicken sandwiches, in fans’ choice of 12 bold, distinctive flavors, with signature sides and iconic housemade ranch and bleu cheese dips. With approximately \$5 billion in system-wide sales in fiscal 2024, 21 consecutive years of same-store sales growth and a vision to become a Top 10 Global Restaurant Brand, Wingstop was recently named the Official Chicken Partner of the NBA.

FRANCHISEE OVERVIEW: San Antonio Wings, Inc. has over 115 Wingstop locations throughout Austin, Corpus Christie, El Paso, Laredo, San Antonio, and Waco, Texas; Kansas City, Missouri; Phoenix, Tucson, Nogales, and Yuma, Arizona. San Antonio Wings, Inc. is the largest Wingstop franchisee.

Property Photos



Location Overview



Nogales is a city in and the county seat of Arizona's Santa Cruz County. Home to over 20,000 residents and forms part of the larger Tucson-Nogales combined statistical area. Nogales forms Arizona's largest transborder agglomeration with its adjacent, much larger twin city, Nogales, Sonora, across the Mexican border. The southern terminus of Interstate 19 is located in Nogales at the U.S.-Mexico Border; the highway continues south into Mexico as Mexico Federal Highway 15. The highways meeting in Nogales are a major road intersection in the CANAMEX Corridor, connecting Canada, the United States, and Mexico.

Over the past decade, downtown Nogales property owners and merchants have worked to develop Nogales' Historic Downtown to attract visitors and stimulate growth in the central business district. In this time, the Nogales Community

Development has brought over \$3 million in federal, state, local, and private funds to the community. Additionally, eight businesses and building owners have personally invested over \$2 million in improvements to their properties. Thanks to these improvements, Downtown Nogales features the following: affordable parking, public art projects, improved lighting and pedestrian seating, and remodeled restroom facilities.

With its close proximity to the Mexican border, Nogales is known as Arizona's International Gateway and is the economic heartbeat of Santa Cruz County. The city is home to four international ports of entry, making it the #1 Port of Entry in the entire Southwestern United States. The United States Department of Homeland Security is a major economic driver in the area.

[exclusively listed by]

Chris N. Lind
Senior Managing Director
602 687 6780
chris.lind@marcusmillichap.com

Mark J. Ruble
Executive Managing Director
602 687 6766
mruble@marcusmillichap.com

Zack House
Managing Director Investments
602 687 6650
zhouse@marcusmillichap.com

NET LEASED DISCLAIMER

Marcus & Millichap hereby advises all prospective purchasers of Net Leased property as follows: By accepting this Marketing Brochure, you agree to treat the information contained herein regarding the lease terms as confidential and proprietary and to only use such information to evaluate a potential purchase of this net leased property.

The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable. However, Marcus & Millichap has not and will not verify any of this information, nor has Marcus & Millichap conducted any investigation regarding these matters. Marcus & Millichap makes no guarantee, warranty or representation whatsoever about the accuracy or completeness of any information provided.

As the Buyer of a net leased property, it is the Buyer's responsibility to independently confirm the accuracy and completeness of all material information before completing any purchase. This Marketing Brochure is not a substitute for your thorough due diligence investigation of this investment opportunity. Marcus & Millichap expressly denies any obligation to conduct a due diligence examination of this Property for Buyer.

Any projections, opinions, assumptions or estimates used in this Marketing Brochure are for example only and do not represent the current or future performance of this property. The value of a net leased property to you depends on factors that should be evaluated by you and your tax, financial and legal advisors.

Buyer and Buyer's tax, financial, legal, and construction advisors should conduct a careful, independent investigation of any net leased property to determine to your satisfaction with the suitability of the property for your needs. Like all real estate investments, this investment carries significant risks. Buyer and Buyer's legal and financial advisors must request and carefully review all legal and financial documents related to the property and tenant. While the tenant's past performance at this or other locations is an important consideration, it is not a guarantee of future success. Similarly, the lease rate for some properties, including newly-constructed facilities or newly-acquired locations, may be set based on a tenant's projected sales with little or no record of actual performance, or comparable rents for the area. Returns are not guaranteed; the tenant and any guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental or other conditions. Regardless of tenant history and lease guarantees, Buyer is responsible for conducting his her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property, and the lease terms that Buyer may be able to negotiate with a potential replacement tenant considering the location of the property, and Buyer's legal ability to make alternate use of the property.

Ryan Sarbinoff
Arizona Broker of Record
602 687 6700
Lic #: BR675146000

CONFIDENTIALITY AGREEMENT

The information contained in the following offering memorandum is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Marcus & Millichap and it should not be made available to any other person or entity without the written consent of Marcus & Millichap. By taking possession of and reviewing the information contained herein the recipient agrees to hold and treat all such information in the strictest confidence. The recipient further agrees that recipient will not photocopy or duplicate any part of the offering memorandum. If you have no interest in the subject property at this time, please return this offering memorandum to Marcus & Millichap.

This offering memorandum has been prepared to provide summary, unverified financial and physical 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, PCBs or asbestos, the compliance with local, 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 offering memorandum 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. Prospective buyers shall be responsible for their costs and expenses of investigating the subject property.

ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY. PLEASE CONTACT THE MARCUS & MILLICHAP AGENT FOR MORE DETAILS.

BE ADVISED: Marcus & Millichap does not promote or condone any present or intended use for the Property. Marcus & Millichap does not warrant the Property for any past, present, or intended use. Buyer understands there may be a variety of local, state, and federal laws which may lead to the potential seizure of property, and/or can affect or impair Buyer's intended use, the ability to operate, the present and future value of the Property, the ability to obtain insurance or financing, and a number of other potential operational, financial, and legal issues. In purchasing the Property, Buyer assumes all such risk. Marcus & Millichap is not responsible to provide, and Buyer shall not rely on, any legal, financial, or tax advice regarding the Property or its intended use. Buyer is expressly advised to seek the counsel of legal, tax, and financial experts prior to making any investment decision.

Offices Nationwide
www.marcusmillichap.com

Marcus & Millichap