

# WINGSTOP

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

208 NORTH GRAND AVENUE, NOGALES, AZ 85621



OFFERING MEMORANDUM

Marcus & Millichap



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# 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

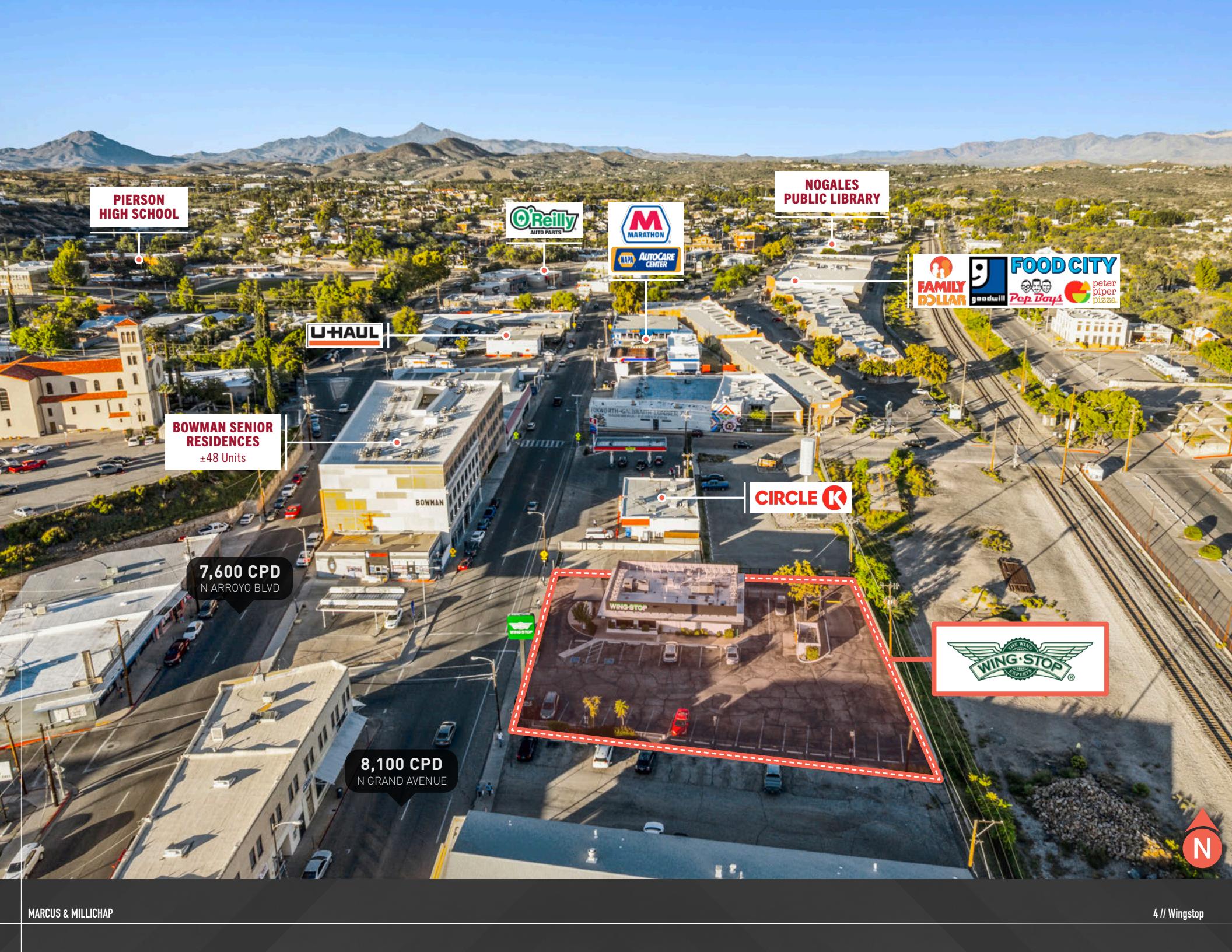
\*New roof installed in 2025 with a 5 year warranty.

## 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





# 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

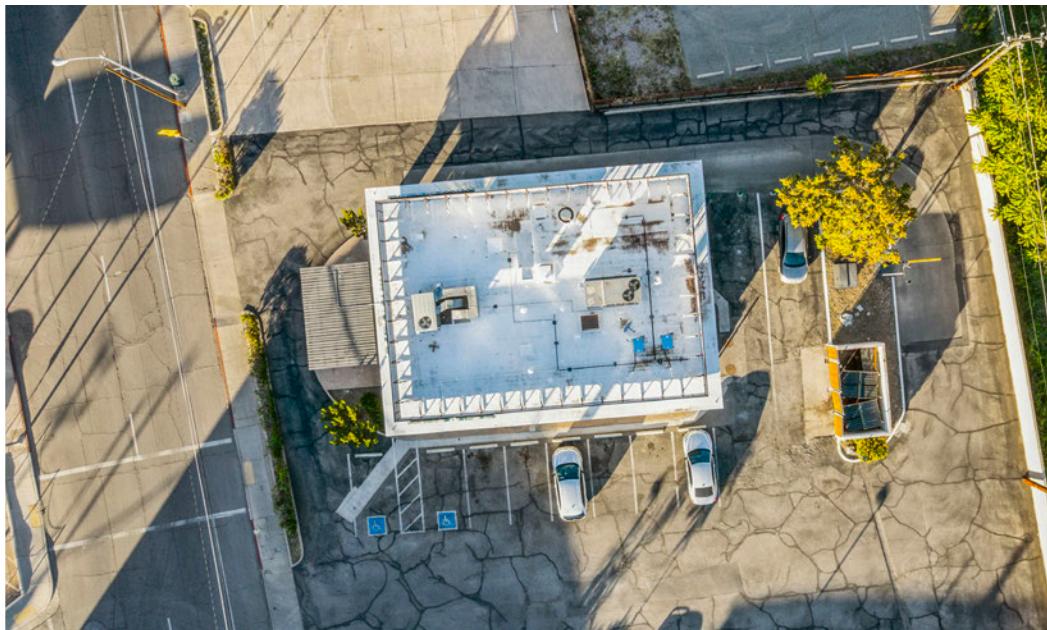


 <b>NASDAQ: WING</b> Stock Symbol	 <b>±2,800</b> Locations
 <b>DALLAS, TEXAS</b> Headquarters	 <b>1994</b> Founded
 <b>WWW.WINGSTOP.COM</b> Website	

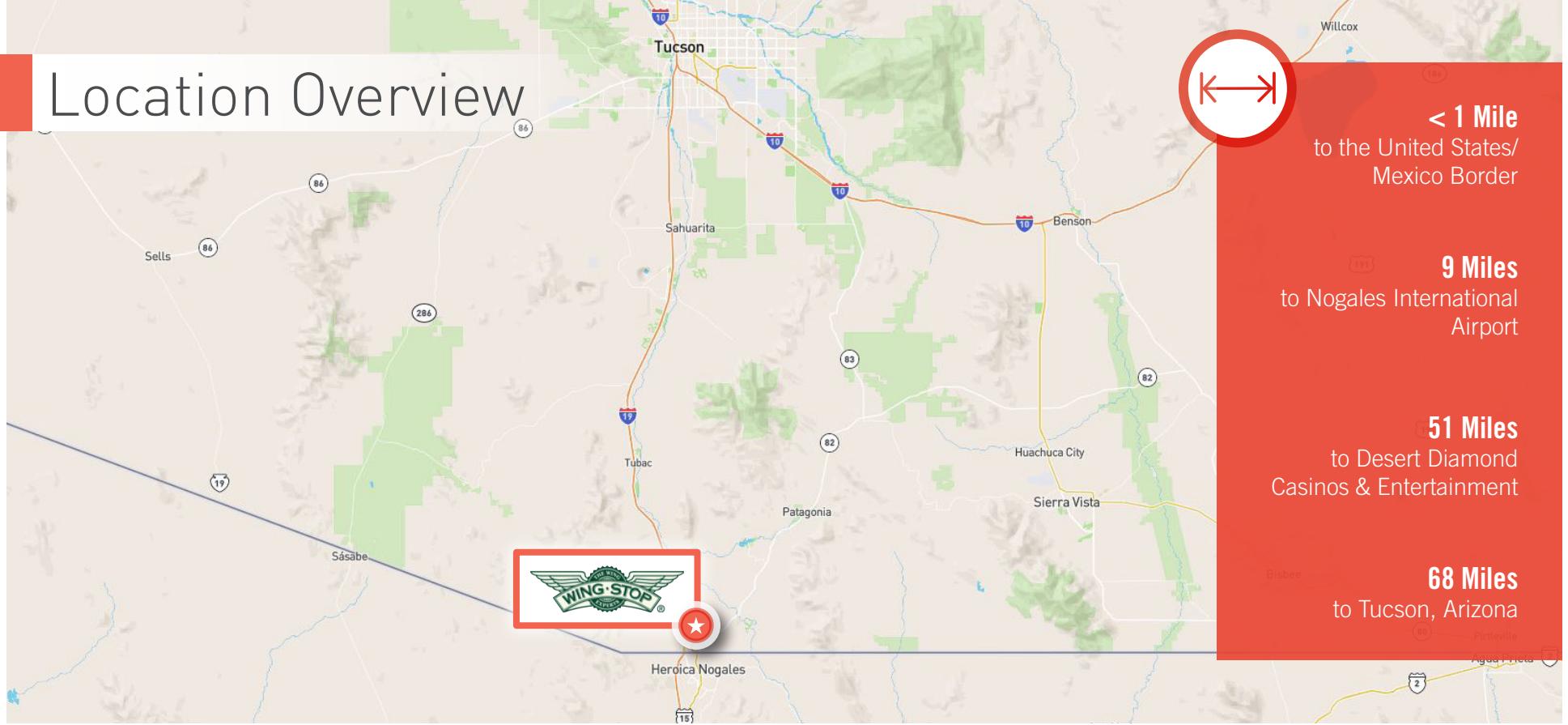
Founded in 1994 and headquartered in Dallas, TX, Wingstop Inc. (NASDAQ: WING) operates and franchises more than 2,800 restaurants worldwide – with 98% of the total restaurant count owned by brand partners. Dedicated to Serving the World Flavor, the Flavor Experts offer cooked-to-order and hand sauced-and-tossed 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 Christi, 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.

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