

**1020**  
west street



GRINNELL, IA



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If after reviewing this Memorandum, you have no further interest in purchasing the Property, kindly return it to CBRE.

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## INVESTMENT SUMMARY

CBRE is the exclusive advisor for the sale/leaseback of the Taco John's restaurant located at 1020 West Street, Grinnell, IA 50112 (Poweshiek County, Iowa). The building is located in the center of Grinnell on West St and just off Highway 6.

### Investment Highlights

- Net Leasable Area: 1,604 RSF
- Offering Price: \$1,300,000
- Cap Rate: 6.69%
- Gross Land Area: 14,025 SF
- Year Built: 1989
- Minutes away from Grinnell College, Grinnell High School, Fareway Grocery and Walmart Supercenter
- Located 3 miles north of Interstate 80

Tenant plans on performing an exterior re-imaging of the building in 2025.

## TENANT SUMMARY

Taco John's of Iowa was the first Taco John's franchisee in the State of Iowa and recently celebrated 50 years of being in business. The company is the 3rd largest franchisee in the Taco John's® restaurant system, operating 22 Taco John's® restaurants primarily located in Central Iowa (Des Moines MSA) and Southern Iowa. The company operates at an exceptional level with average per restaurant sales revenue 7% higher than the Average Unit Volume of all Taco John's® restaurants franchise wide.

The team at Taco John's of Iowa is experienced with a core understanding of the quick-service restaurant business. Over its 50 years in business, the Company has been one of the franchisor's highest performing operators. The company is highly regarded as a premier operator in the entire Taco John's® chain. Both principals, William Byrne and Jeff Brands, have been recognized with national leadership awards within the Taco John's® system.

The Company is administratively headquartered in Sioux Falls, South Dakota where senior management, administrative, marketing, human resources, and accounting functions are performed. Operational Management is based in Des Moines, Iowa. Operational Management includes franchise compliance, training, restaurant supervision, hiring, technology delivery and implementation, sales, community relations, and maintenance.

The Company employs an average of 370 people, including 9 employees at corporate headquarters and 6 multi-unit restaurant managers at the restaurant support center and in the field. Of the 355 employees directly serving the customers, 151 employees fill some supervisory role in the restaurant, ranging from shift leader to general manager.

## FRANCHISOR SUMMARY

Taco John's has been serving great Mexican food for over 54 years. To distinguish the Taco John's® brand, the Franchisor created its proprietary cooking and taste which combines hearty helpings of seasoned meats, crisp Potato Oles® and flavorful cheeses to make fresh-made Mexican specialties like tacos, burritos, and quesadillas topped with bold proprietary sauces, spices, and salsas for breakfast, lunch, supper and late-night snacks.

Taco John's International, the franchisor, has its corporate headquarters in Cheyenne, Wyoming. They also have a restaurant support center in St Louis Park, MN, where many of their operations staff are based. The System consists of 370 quick-service restaurants in 23 states primarily located in the central and north-central United States.

Taco John's® prides itself on serving:

1. Generous portions,
2. Menu items prepared fresh to order,
3. High quality ingredients, and Franchisor proprietary recipes, seasonings and sauces



### TENANT INFORMATION

|                          |  |
|--------------------------|--|
| Tenant Trade Name:       | Taco Johns   |
| Tenant:                  | Taco John's of Iowa, Inc.                                |
| Franchisee Headquarters: | Sioux Falls, SD  |
| Franchisee Units:        | 22   |
| Year Founded:            | 1973   |
| Website:                 | <a href="http://www.tacojohns.com">www.tacojohns.com</a> |

**Excellent Performing Location:  
Sales in 2023 Up 10+% Year Over Year**

**Low Rent Factor:  
Only 7% of 2023  
Sales**

1020 WEST STREET / GRINNELL, IA

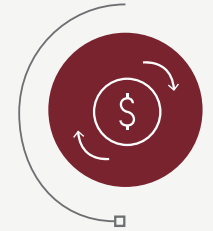


## PROPERTY SUMMARY

|                      |  |
|----------------------|--|
| Address              | 1020 West Street<br>Grinnell, IA 50112 |
| Rentable Square Feet | 1,604 SF                               |
| Lot Dimensions       | 85' x 165'                             |
| Tenant               | Taco John's of Iowa, Inc.              |
| Foundation           | Poured Concrete                        |
| Exterior Wall        | Brick Veneer                           |
| Year Built           | 1989                                   |
| Exterior Remodel     | 2024                                   |



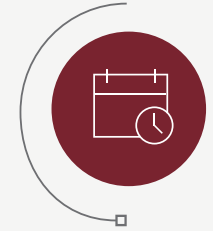
**\$1,300,000**  
PRICE



**\$87,000**  
NET OPERATING INCOME



**6.69%**  
CAP RATE



**15 YEAR**  
LEASE TERM

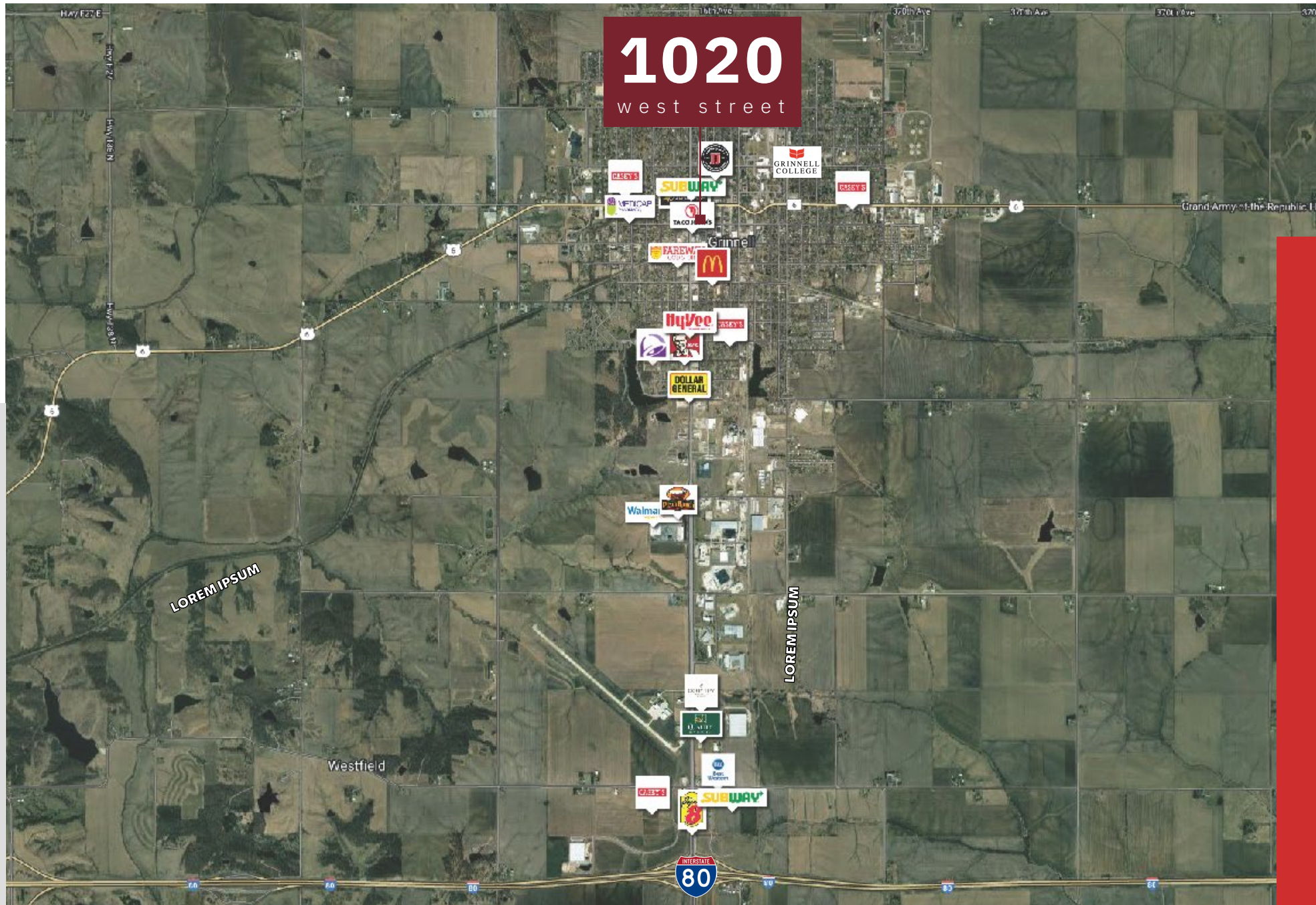


**NNN**  
LEASE STRUCTURE



**7.5%**  
BASE RENT ESCALATOR  
(every 5 years)

1020 WEST STREET / GRINNELL, IA





## AREA DEMOGRAPHICS

| DEMOGRAPHIC COMPREHENSIVE     | 3 MILE    | 5 MILES   | 10 MILES  |
|-------------------------------|-----------|-----------|-----------|
| <b>POPULATION</b>             |           |           |           |
| 2023 Population               | 9,757     | 10,360    | 14,234    |
| 2028 Population - Projection  | 9,669     | 10,275    | 14,126    |
| 2010-2021 Annual Population   | -0.64%    | -0.67%    | -0.49%    |
| <b>PLACE OF WORK</b>          |           |           |           |
| 2023 Businesses               | 516       | 544       | 667       |
| 2023 Employees                | 11,030    | 11,524    | 12,699    |
| <b>HOUSEHOLD INCOME</b>       |           |           |           |
| 2023 Average Household Income | \$99,260  | \$100,571 | \$102,749 |
| 2023 Median Household Income  | \$57,173  | \$59,042  | \$65,657  |
| <b>HOUSING VALUE</b>          |           |           |           |
| Median Home Price             | \$171,458 | \$175,630 | \$180,506 |
| Average Home Price            | \$203,865 | \$209,724 | \$215,709 |
| <b>HOUSING UNITS</b>          |           |           |           |
| Owner-Occupied Housing        | 2,457     | 2,662     | 3,970     |
| Renter-Occupied Housing       | 1,427     | 1,463     | 1,734     |

# 1020

west street

## INVESTMENT CONTACTS

### Bill Wright

Managing Director  
+1 515 210 3050  
bill.wright2@cbre.com  
Licensed in the State of Iowa

### Grant Wright, CCIM

First Vice President  
+1 515 745 5113  
grant.wright@cbre.com  
Licensed in the State of Iowa

### Drew Rosonke

Sales Associate  
+1 515 612 5494  
drew.rosonke@cbre.com  
Licensed in the State of Iowa

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