

20+ Year Operating History | 3% Annual Rent Increases



Single-Tenant Office Investment
6992 E. Broadway Blvd | Tucson, AZ 85710

\$4,533,000



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DEAL SUMMARY



An Aon Company

Address

6992 E. Broadway Blvd
Tucson, AZ 85710

Asking Price

\$4,533,000

Cap Rate

8.00%

NOI

\$362,644

Drone Photos

[Click here](#)

Rent Increases

3% Annual Increases



LEASE SUMMARY



Tenant Name*	NFP, An Aon Company
Lease Guarantor	Corporate (NFP, An Aon Company)
Address	6992 E. Broadway Blvd Tucson, AZ 85710
Rent Commencement	11/12/2019
Lease Expiration	10/31/2029
Lease Term	10 Years
Building Size	15,600 SF
Lot Size	0.66 AC
Lease Type	Gross Lease
Rent Increases	3% Annual Increases
Renewal Options	2, 3-Year Options



*Tenant may assign the Lease to a new entity having a minimum net worth of \$2,500,000.

FINANCIAL SUMMARY



Income	
Rent	\$411,542
Total Income	\$411,542
Expenses	
Annual Inspections - Fire, Water, Backflow	\$314
Elevator Maintenance	\$2,010
Fire/Water Repairs	\$425
Insurance Expense	\$5,365
Janitorial Services	\$2,167
Janitorial Supplies	\$271
Misc. Repairs	\$2,500
Plumbing Repairs	\$475
Property Tax	\$16,714
Security & Alarm	\$668
Utilities	
Gas	\$1,384
Waste Management	\$1,969
Water	\$1,054
Electric	\$13,583
Total Expenses	\$48,898
Net Operating Income	\$362,644



INVESTMENT HIGHLIGHTS



▶ Top Performing Branch | Long-Term Success Attracts Larger Insurance Companies

This branch originally started as a Koty-Leavitt Insurance Agency branch in 2009. In November 2019, NFP acquired Koty-Leavitt, a Tucson based insurance agency. NFP acquired Koty-Leavitt to strategically grow their presence in a key region and their portfolio of specialty capabilities, specifically in the medical device distribution space. In April 2024, it was announced that Aon (NYSE: AON) completed its acquisition of NFP for \$13 Billion. The acquisition of NFP expands Aon's presence in the large and fast-growing middle-market segment, with more than 7,700 colleagues and capabilities across property and casualty brokerage (P&C), benefits consulting, wealth management and retirement plan advisory. As an AON company, NFP will operate as an "independent and connected" platform delivering Risk Capital and Human Capital capabilities from across AON.

▶ 20+ Year Operating History | Well-Established Within the Tucson Community

This insurance branch has been open & operating for 20+ years which has made this location well-established within the Tucson community. Over two decades, this branch has built a loyal customer base, providing stability and consistent revenue. This successful track record over many years has led to a strong reputation, which has attracted new customers in the area. This branch has adapted to market changes, customer needs, and industry regulations over the years, demonstrating resilience and strategic planning. Overall, a 20-year presence at this location shows a successful, stable, and adaptive business that has effectively navigated the insurance landscape.

▶ Proximity to the Richest Cities in Arizona and The University of Arizona | Dynamic Business Environment

Forbes just released an article in October 2024 titled, [The 25 Richest Places in Arizona, New Census Data Shows](#), and seven of those cities were located in the Tucson MSA. This readily available access to capital and clientele has contributed to the long-term success of this branch. As Tucson continues to grow, so does its need for insurance. Tucson, AZ is Arizona's second largest city with a population around 1.1 million people and is the largest city in Pima County, which consists of 14% of Arizona's total population. [U.S. News ranked The University of Arizona as the 10th largest university in the country for total undergraduate enrollment with 42,075 students](#). The University of Arizona is located less than 7 miles to the east of the subject property. College students and staff represent a significant demographic with specific insurance needs, such as renters, auto, health, and life insurance.

▶ Heavily Trafficked Intersection 100,000+ VPD | Dynamic Retail Trade Area

NFP is positioned just off the hard corner of the intersection of Broadway Blvd (53,232 VPD) & Kolb Rd (47,622 VPD) which has a combined traffic count of 100,854 vehicles per day. The subject property is highly accessible to the 240,000+ people living with a 5-mile radius of the subject property. In a 1.5-mile radius you'll find national retailers like Nordstroms Rack, Dick's Sporting Goods, Old Navy, The Home Depot, Wal-Mart Supercenter, Lowe's Home Improvement, HomeGoods, Floor & Décor, etc.. just to name a few. The subject property is located less than 1.5 miles from the super-regional mall, Park Place Mall (1.1 million square feet), which is one of the premier shopping destinations in Tucson.

▶ 3% Annual Rent Increases | Hedge Against Inflation

The prospective Buyer can purchase this higher yielding investment and take advantage of 3% annual rent increases which is a great hedge against inflation.



AON COMPLETES ACQUISITION OF NFP TO BRING MORE CAPABILITY TO CLIENTS

DUBLIN | April 25, 2024

[Read Full Article](#)

Aon plc (NYSE: AON), a leading global professional services firm, announced today that it has **completed the acquisition of NFP**, a leading middle market property and casualty broker, benefits consultant, wealth manager and retirement plan advisor, from funds affiliated with NFP's main capital sponsor, Madison Dearborn Partners (MDP), and funds affiliated with HPS Investment Partners for an enterprise value of **\$13.0 billion**, including **\$7.0 billion cash and assumed liabilities** as well as **\$6.0 billion in equity** in the form of **19.0 million Aon shares**.

"It is a historic day for our firm as we welcome NFP to Aon and work together to help clients address increasing volatility across risk and people issues," said Greg Case, CEO of Aon. "With high performing teams and leading content and capability - further enabled by our Aon Business Services operating platform - we will create more value for our clients, while also **enhancing long-term shareholder value creation for investors**. This acquisition is another example of how we are going further, faster with our 3x3 Plan to accelerate our Aon United Strategy and further enhance our relevance to clients."

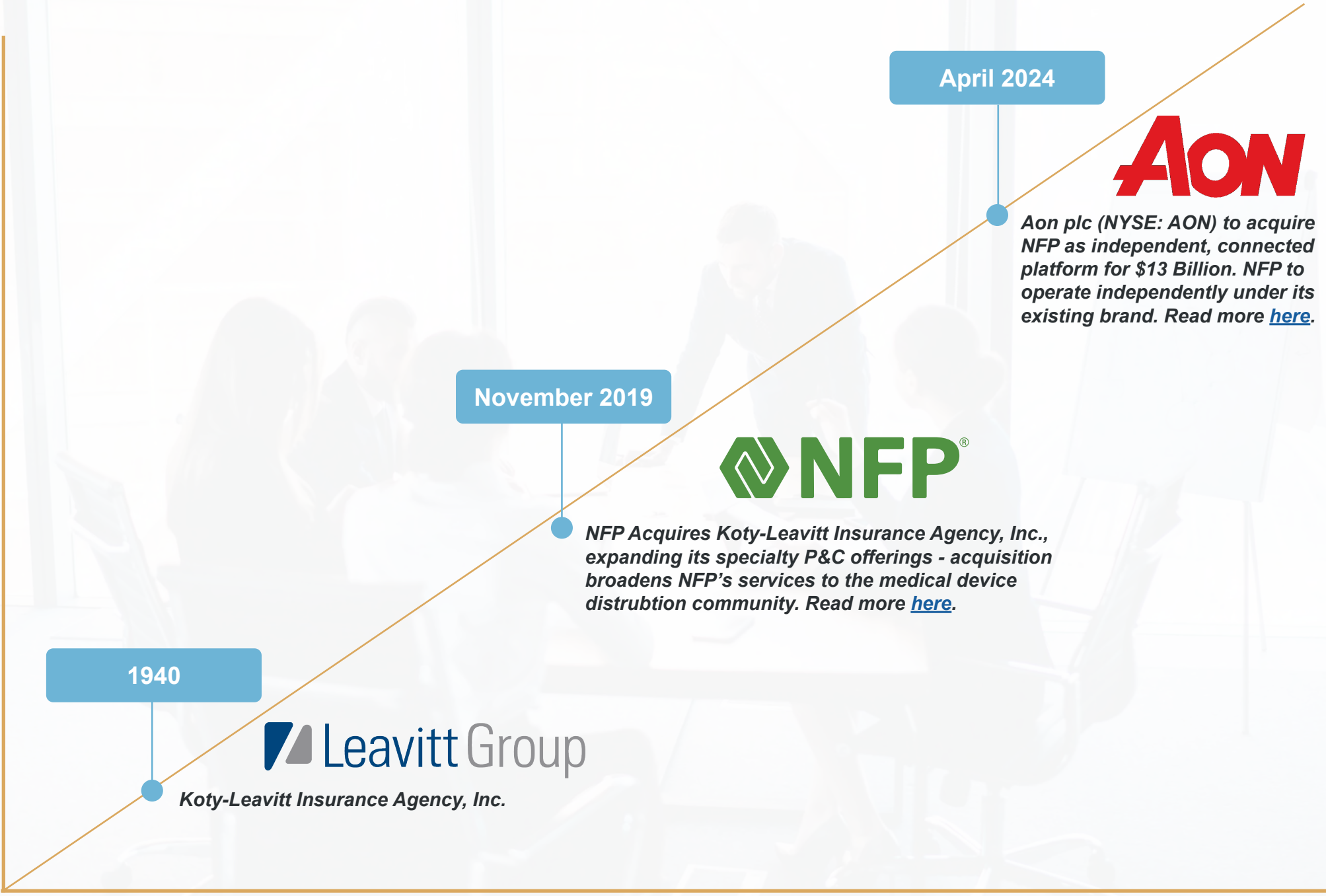
The acquisition of NFP expands Aon's presence in the large and fast-growing middle-market segment, with more than **7,700 colleagues and capabilities across property and casualty brokerage, benefits consulting, wealth management and retirement plan advisory**. As an Aon company, NFP will operate as an "independent and connected" platform delivering Risk Capital and Human Capital capabilities from across Aon and will continue to be led by NFP CEO Doug Hammond, reporting into Aon President Eric Andersen.



COMPANY PROFILE: AON PLC (NYSE: AON)

Aon plc (NYSE: AON) exists to shape decisions for the better - to protect and enrich the lives of people all around the world. Through actionable and analytic insight, globally integrated Risk Capital and Human Capital expertise, and locally relevant solutions, our colleagues provide clients in over 120 countries and sovereignties with the clarity and confidence to make better risks and people decisions that help protect and grow their business.

ACQUISITION TIMELINE



April 2024



Aon plc (NYSE: AON) to acquire NFP as independent, connected platform for \$13 Billion. NFP to operate independently under its existing brand. Read more [here](#).

November 2019



NFP Acquires Koty-Leavitt Insurance Agency, Inc., expanding its specialty P&C offerings - acquisition broadens NFP's services to the medical device distribution community. Read more [here](#).

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Koty-Leavitt Insurance Agency, Inc.



TENANT PROFILE



NFP, an Aon company, is an organization of consultative advisors and problem solvers helping companies and individuals address their most significant risk, workforce, wealth management and retirement challenges. With more than 7,700 colleagues in the US, Puerto Rico, Canada, UK and Ireland serving a diversity of clients, industries and communities, we all come together to work towards one goal: to help our clients solve problems.

Our global capabilities, specialized expertise and customized solutions span property and casualty insurance, benefits, wealth management and retirement plan advisors. Together, we put people first, prioritize partnerships and continuously advance a culture we're proud of. Our success is driven by our ability to empower organizations and people to overcome complex challenges and uncertainties with tailored solutions supported by active listening, hands-on guidance, specialized expertise and, most of all, human connections.



WEBSITE	nfp.com
HEADQUARTERS	New York, NY
FOUNDED IN	1998



EMPLOYEES
7,500+ Employees



OPERATES IN
120 Countries



MARKET CAP
\$2.5 Billion (2023)

TENANT PROFILE



Aon plc (NYSE: AON) exists to shape decisions for the better — to protect and enrich the lives of people around the world. Through actionable analytic insight, globally integrated Risk Capital and Human Capital expertise, and locally relevant solutions, our colleagues provide clients in over 120 countries and sovereignties with the clarity and confidence to make better risk and people decisions that protect and grow their businesses.

Aon reports on a successful second quarter of 2024 as total revenue increased 18% to \$3.8 billion, including organic revenue growth of 6%. Aon completed the acquisition of NFP, a leading middle-market provider of risk, benefits, wealth and retirement plan advisory solutions, for \$13.0 billion enterprise value, and are on-track to deliver financial commitments. They also announced a first-of-its-kind, public-private solution to build insurance capacity and accelerate new capital investments and economic recovery in Ukraine, bringing total capacity to \$350 million. Read more about the successful Q2 [here](#).



WEBSITE	aon.com
HEADQUARTERS	Chicago, IL
FOUNDED IN	1982



STOCK SYMBOL
NYSE: "AON"



LOCATED IN
120 Countries



EMPLOYEES
50,000 Employees



MARKET CAP
\$65 Billion

PROPERTY PHOTOS



PROPERTY AERIAL



THE HOME DEPOT **SPROUTS FARMERS MARKET** **PET SMART**
Ashley HOMESTORE **SUBWAY**
IHOPE **KOHL'S** **LABOY**

JOANN

Concentra
urgent care

IN-N-OUT
BURGER

DSW
DESIGNER SHOE WAREHOUSE

Freddy's
FROZEN CUSTARD STEAKBURGERS

HOOTERS

NATURAL GROCERS **Michaels**
HomeGoods **ROSS**
DRESS FOR LESS

FLOOR DECOR &

Speedway

Kolb Road - 46,738 VPD

STARBUCKS COFFEE

Broadway Boulevard - 53,232 VPD

tropical SMOOTHIE CAFE

7 ELEVEN

NFP
An Aon Company

PROPERTY AERIAL



LOWE'S

Walmart

fry's

DOLLAR TREE

eegee's

SAJA AND GO

**BRAKEmax
TIRE & SERVICE CENTERS**

**STARBUCKS
COFFEE**

**FLOOR
DECOR**

**Concentra⁺
urgent care**

Wendy's

Kolb Road - 46,738 VPD

Broadway Boulevard - 53,232 VPD

Speedway

**tropical
SMOOTHIE
CAFE**

NFP
An Aon Company

PROPERTY AERIAL

PARK PLACE

(1.1M SF)



- Top-100 Global University
- 53,187 Total Students
- 16,699 Employees



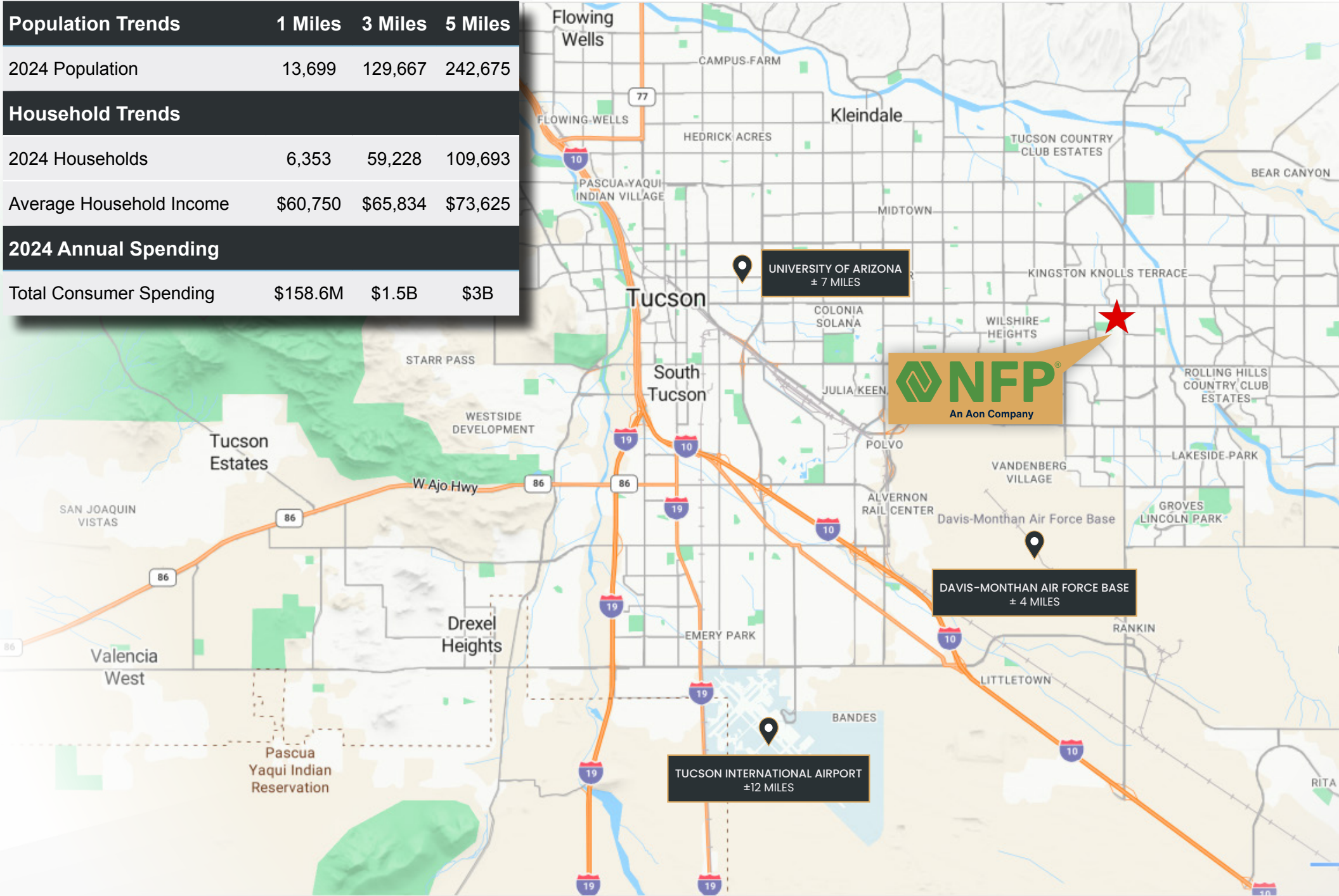
Broadway Boulevard - 53,232 VPD



DEMOGRAPHICS - Tucson, AZ



Population Trends	1 Miles	3 Miles	5 Miles
2024 Population	13,699	129,667	242,675
Household Trends			
2024 Households	6,353	59,228	109,693
Average Household Income	\$60,750	\$65,834	\$73,625
2024 Annual Spending			
Total Consumer Spending	\$158.6M	\$1.5B	\$3B



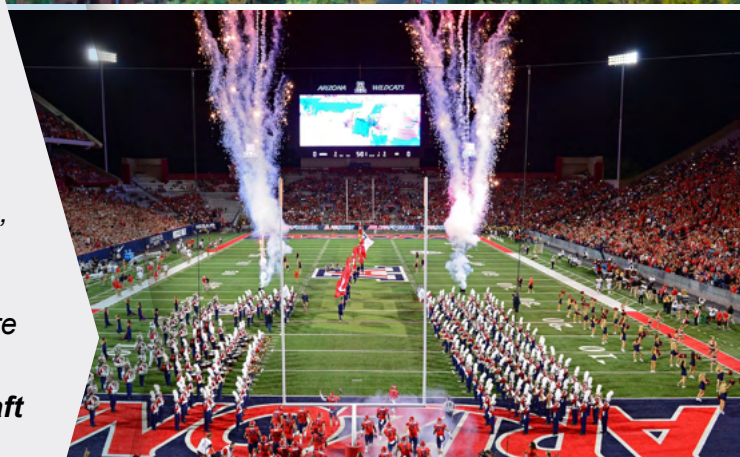
LOCATION OVERVIEW - Tucson, AZ



Tucson is the second-largest city in Arizona and the county seat of Pima County. It's no accident that the Tucson region is home to more than a million residents and hosts more than 7 million visitors a year. Tucson's strategic location provides easy and fast access to California, Mexico and Texas - three of the world's largest economies. Tucson is less than an hour from Mexico, Arizona's number one trading partner, and an hour and a half from Phoenix, the nation's fifth-largest city. Tucson is growing in jobs, investment and opportunity. With an affordable cost of living and doing business, it is seeing major growth with over 14,000 new jobs and a \$6.5 billion impact over the past few years. Couple that with the increased interest in mid-size cities for both business and talent, and Tucson and Southern Arizona are well-positioned for continued growth and expansion. In fact, Tucson ranks Top 25 Next Market for tech talent and No. 6 Best City for Gen Z. Tucson is also part of a top 10 emerging megapolitan region with Phoenix. The region boasts ample land and room to grow, plus access to a massive talent pool with graduates from the University of Arizona, Arizona State University and Pima Community College.



- *Ranked by Investors as a "Top 10 Growth Frontier" - Tucson's investment potential is anchored in its unique blend of education (home to the University of Arizona), aerospace and defense industries, and a growing technology sector, along with the city's affordable cost of living. Read more [here](#).*
- *Davis-Monthan Air Force Base is the **third largest employer** in the Tucson area with more than **46,000 employees** who contribute more than **\$2.6 Billion** to the local economy annually. Read more [here](#).*
- *Tucson's **309th Aerospace Maintenance and Regeneration Group (AMARG)** is the **largest aircraft boneyard in the world** with over **4,400 US military aircrafts**. Read more about AMARG [here](#).*
- *Tucson to become **Raytheon's combined missiles/defense unit headquarters** for a new upcoming combined business unit merger. This merger will create an **aerospace and defense behemoth with annual revenues of \$74 Billion**. Read more [here](#).*
- *The **Sonoran Corridor** is a multilevel, multistep economic development initiative for Pima County and Southern Arizona. Once completed, the 50-square mile area home to Pima County's largest employers is estimated to add billions of dollars and tens of thousands of jobs. Read more [here](#).*
 - **Estimated annual economic impact:** \$32 Billion
 - **Estimated job creation:** 200,000
- *New **regional headquarters of Caterpillar's mining technology division** coming to Tucson which **will create 600 jobs** and have an estimated economic impact of **\$600M**. Read more [here](#).*



12% INCREASE
2000-2022 Tucson MSA
Population Growth

2nd LARGEST
City in Arizona

1,024,000
Current 2024 Tucson
MSA Population



EXCLUSIVELY PRESENTED BY:

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