

Sanford, FL



OFFERING MEMORANDUM

1001 WP Ball Boulevard
Sanford, Florida 32771

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Investment Highlights

PRICE: \$3,550,000 | CAP: 5.40% | RENT: \$191,777

About the Investment

- ✓ Absolute Triple-Net (NNN) Lease
- ✓ Approximately 9 Years Remaining on an Original 20 Year Lease
- ✓ Four (4), Five (5)-Year Tenant Renewal Options
- ✓ Corporate Guarantee from Fiesta Restaurant Group (NASDAQ: FRGI)
- ✓ Located in Florida – Income Tax Free State

About the Location

- ✓ Major National Tenants in the Immediate Area Include: Walmart, Target, Macy's, Best Buy, Floor&Decor, Macy's, JCPenney, Ross, Ulta, Big Lots!, Cost Plus World Market
- ✓ Excellent Traffic Counts – U.S. Interstate 4 and Rinehart Road – 99,000 and 24,200 Vehicles Per Day, Respectively
- ✓ Orlando International Airport – Serves Over 44,000,000 Passengers Annually
- ✓ Sanford is Twenty Miles North of Orlando

About the Tenant/Brand

- ✓ Pollo Tropical, a subsidiary of Fiesta Restaurant Group, Inc., is a Caribbean-inspired fast casual concept known for its fresh, flame-grilled chicken marinated in a proprietary blend of tropical fruit juices and spices.
- ✓ Pollo Tropical operates nearly 160 locations in Florida, Georgia, Tennessee, and Texas, plus five licensed restaurants on college campuses
- ✓ Fiesta Restaurant Group Plans to Open 7-8 New Pollo Tropical in Florida in 2018, Showcasing the Strength of the Brand



INVESTMENT SUMMARY



Marcus & Millichap is pleased to present the exclusive listing for a Pollo Tropical property located at 1001 W.P. Ball Boulevard in Sanford, Florida. Built in 2006, this property consists of approximately 3,285 square feet of building space and sits on 1.04 acres of land.

This Pollo Tropical property has approximately 9 years remaining on an original 20-year triple-net (NNN) lease, which commenced on September 19th, 2007. The annual rent is \$191,777 as of the September 2018 rental increase. The initial lease term expires on September 30th, 2027, and is then subject to four, five-year tenant renewal options.

Pollo Tropical, a subsidiary of Fiesta Restaurant Group, Inc., is a Caribbean-inspired fast casual concept known for its fresh, flame-grilled chicken marinated in a proprietary blend of tropical fruit juices and spices. Other island favorites include Mojo Roast Pork and made-from-scratch sides including rice, beans, yuca with garlic sauce, sweet plantains and more. Menu items like the Tropical Citrus Chicken Salad, Guava BBQ Pork Sandwich and Create Your Own TropiChops® can be customized with 10 tropical sauces on Pollo Tropical's Saucing Island®.





Financial Analysis

PRICE: \$3,550,000 | CAP: 5.40% | RENT: \$191,777

Property Description

Property	Pollo Tropical
Property Address	1001 W.P. Ball Boulevard
City, State, ZIP	Sanford, Florida 32771
Year Built / Renovated	2006
Building Size	+/- 3,285 SF
Lot Size	+/- 1.04 Acres
Type of Ownership	Fee Simple

The Offering

Annual Rent	\$191,777
CAP Rate	5.40%
Purchase Price	\$3,550,000
Price / SF	\$1,081
Rent / SF	\$58.38

Lease Summary

Property Type	Net Leased Restaurant
Tenant / Guarantor	Corporate
Ownership Type	Public (NASDAQ: FRGI)
Original Lease Term	20 Years
Lease Commencement	September 19 th , 2007
Lease Expiration	September 30 th , 2027
Lease Term Remaining	~9 Years
Lease Type	Triple-Net (NNN)
Roof & Structure	Tenant Responsible
Options to Renew	Four (4), Five (5)-Year Options

Rent Schedule

Lease Year(s)	Annual Rent	Monthly Rent	Rent Escalation (%)
Year 1	\$187,998	\$15,666	-
Year 2	\$187,998	\$15,666	-
Year 3	\$187,998	\$15,666	-
Year 4	\$187,998	\$15,666	-
Year 5	\$187,998	\$15,666	-
Year 6	\$187,998	\$15,666	-
Year 7	\$187,998	\$15,666	-
Year 8	\$187,998	\$15,666	-
Year 9	\$187,998	\$15,666	-
Year 10	\$187,998	\$15,666	-
Year 11	\$189,878	\$15,823	1.00%
Year 12	\$191,777	\$15,981	1.00%
Year 13	\$193,695	\$16,141	1.00%
Year 14	\$195,631	\$16,303	1.00%
Year 15	\$197,588	\$16,466	1.00%
Year 16	\$199,564	\$16,630	1.00%
Year 17	\$201,559	\$16,797	1.00%
Year 18	\$203,575	\$16,965	1.00%
Year 19	\$205,611	\$17,134	1.00%
Year 20	\$207,667	\$17,306	1.00%

TENANT OVERVIEW



Pollo Tropical, a subsidiary of Fiesta Restaurant Group, Inc., is a Caribbean-inspired fast casual concept known for its fresh, flame-grilled chicken marinated in a proprietary blend of tropical fruit juices and spices. Other island favorites include Mojo Roast Pork and made-from-scratch sides including rice, beans, yuca with garlic sauce, sweet plantains and more. Menu items like the Tropical Citrus Chicken Salad, Guava BBQ Pork Sandwich and Create Your Own TropiChops® can be customized with 10 tropical sauces on Pollo Tropical's Saucing Island®.

Founded in 1988, the Miami-based company currently owns and operates more than 160 locations in Florida, Georgia, Tennessee and Texas, plus six licensed restaurants on college campuses and 35 franchised locations throughout the Caribbean, Central America, South America and Puerto Rico. The chain has its headquarters in Kendall, Miami-Dade County, Florida.

Fiesta Restaurant Group Inc. owns, operates and franchises the Pollo Tropical® and Taco Cabana® restaurant brands. The brands specialize in the operation of fast-casual, ethnic restaurants that offer distinct flavors with broad appeal at a compelling value. Both brands feature made-from-scratch cooking, fresh salsa bars, drive-thru service and catering. Fiesta common stock is traded on the NASDAQ Global Select Market under the symbol FRGI.



Surrounding Area





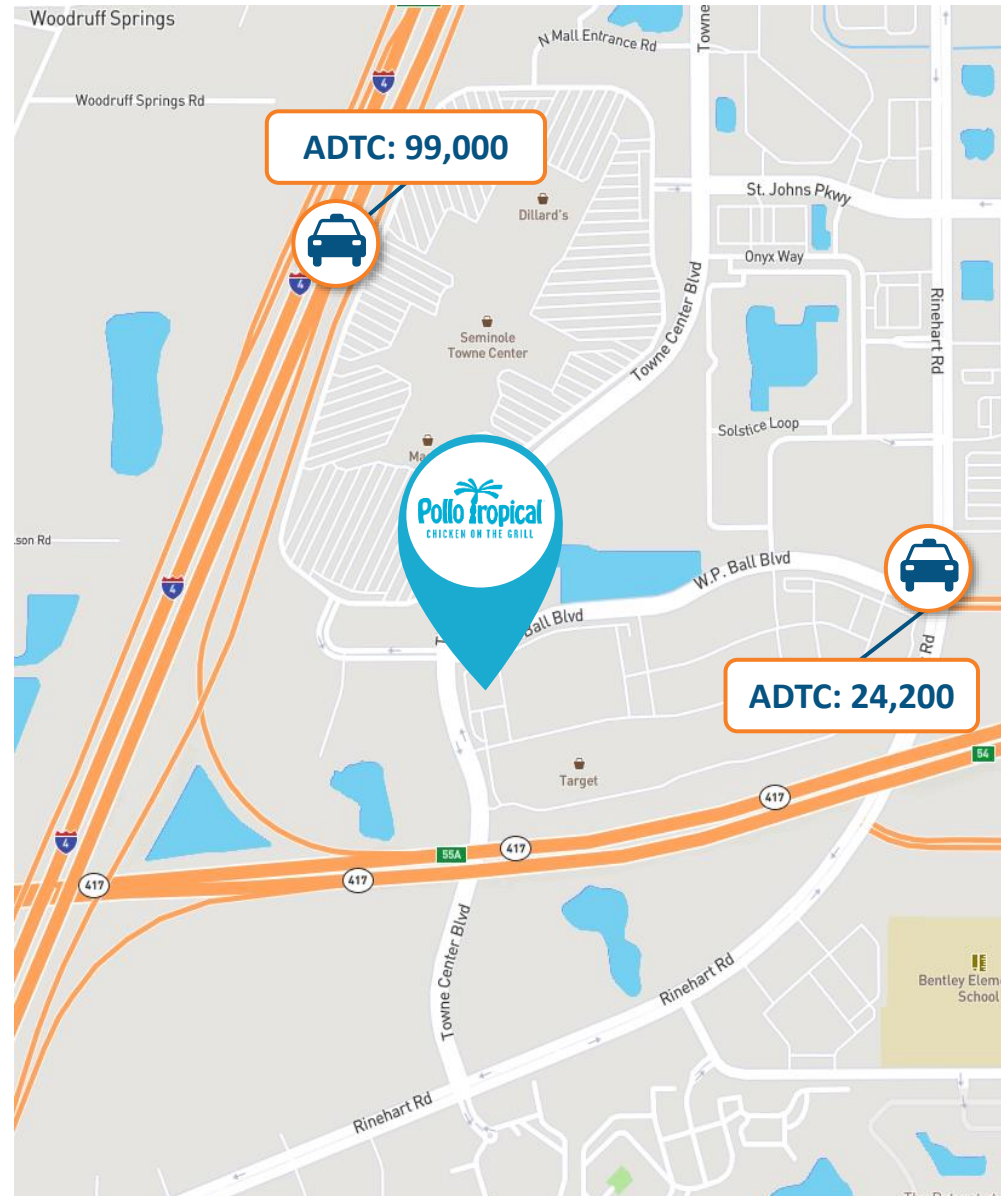
Location Overview

This Pollo Tropical is located at 1001 W.P. Ball Boulevard in Sanford, Florida. Sanford is a port city in the central region of Florida and serves as county seat of Seminole County. It is known as the historic waterfront gateway city as it sits on the southern shore of Lake Monroe and at the head of St. Johns River. Sanford is located 20 miles directly north of Orlando.

The subject property is well-positioned in an active, dense retail corridor, benefitting from its proximity to major national and local retailers. Major national tenants in the surrounding area include: Walmart, Target, Big Lots, United Artists Theatres, Best Buy, Ashley Furniture, Pier 1 Imports, Floor&Décor, Dollar Tree, Cost Plus World Market, Wendy's, Panera Bread, Ross, GNC, Marshalls, Kirkland's, Old Navy, Ulta, Chipotle, Party City, PetCo, LongHorn Steakhouse, Buffalo Wild Wings, Cheddar's Scratch Kitchen, Murphy USA, Red Robin, PDQ, Bahama Breeze, The Vitamin Shoppe, Taco Bell, Smokey Bones, Olive Garden, Red Lobster, as well as many others. Nearby Seminole Towne Center has over 120 retailers, including: Macy's, Sears, Burlington, JCPenney, Dillard's, H&M, Victoria's Secret, Sprint, Zales, as well as many others. Orlando International Airport is located approximately eight miles away from the subject property.

There are approximately 52,160 individuals residing within a three-mile radius of the property and more than 122,895 within a five-mile radius. The Pollo Tropical property is located off of U.S. Interstate 4, which has traffic counts in excess of 99,000 vehicles per day. Nearby Rinehart Road, which intersects with W.P. Ball Boulevard, has traffic counts of 24,200 vehicles per day.

Nearby Orlando boasts a \$13.4 billion technology industry, which employs more than 53,000 individuals. Additionally, Walt Disney World, Orange County Public Schools, and the State of Florida employ an additional 124,200 individuals in Orlando. Overall, tourism brings in more than \$33 billion annually. Orlando International Airport, the thirteenth busiest airport in the United States, serves over 37,521,000 annually. Lastly, Seminole State College of Florida and Valencia College have a combined total enrollment of over 92,700 students,





Property Photos



Pollo Tropical - Sanford, FL



Property Photos





Surrounding Area Photos



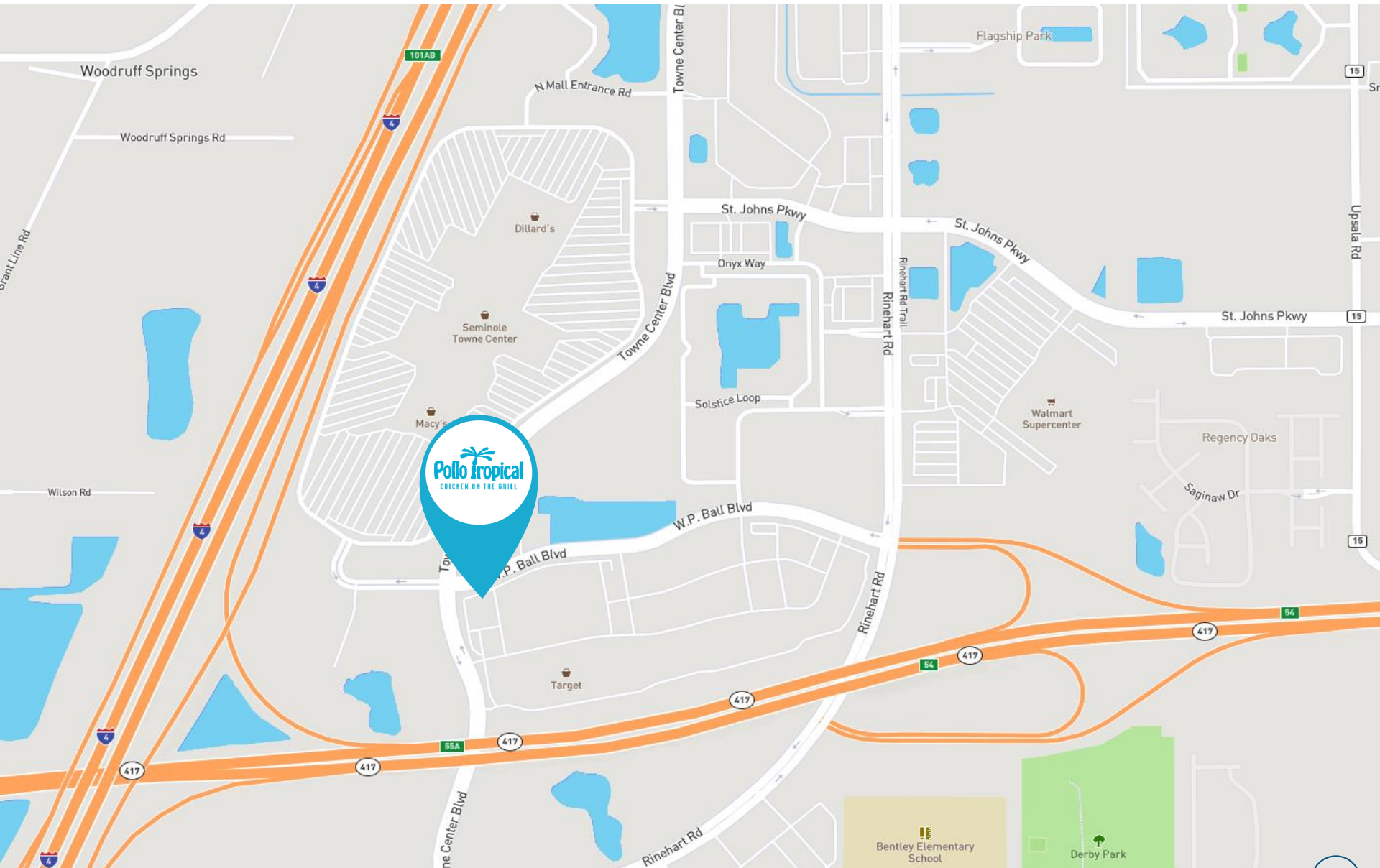


Surrounding Area Photos



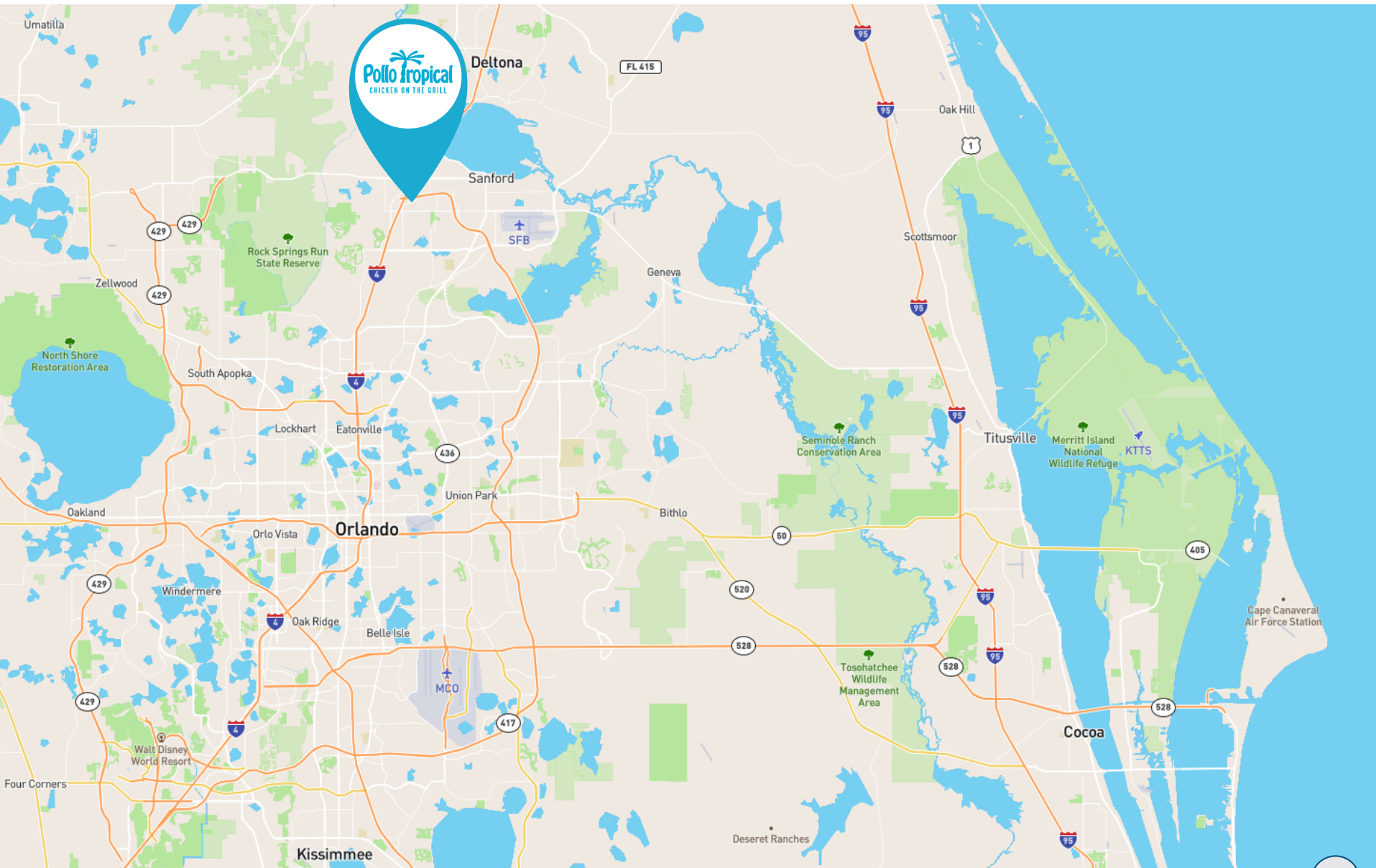


Local Map



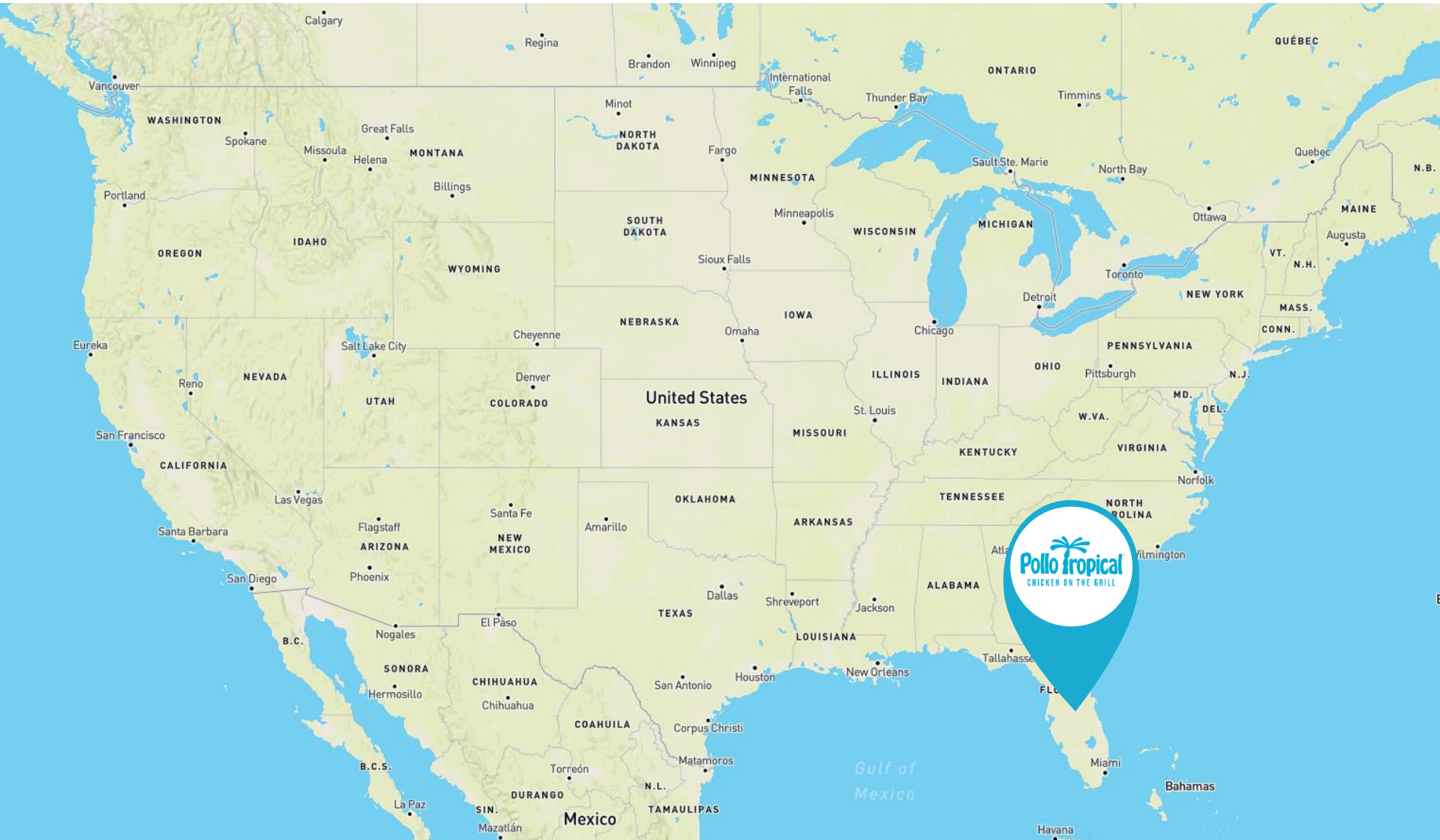


Regional Map



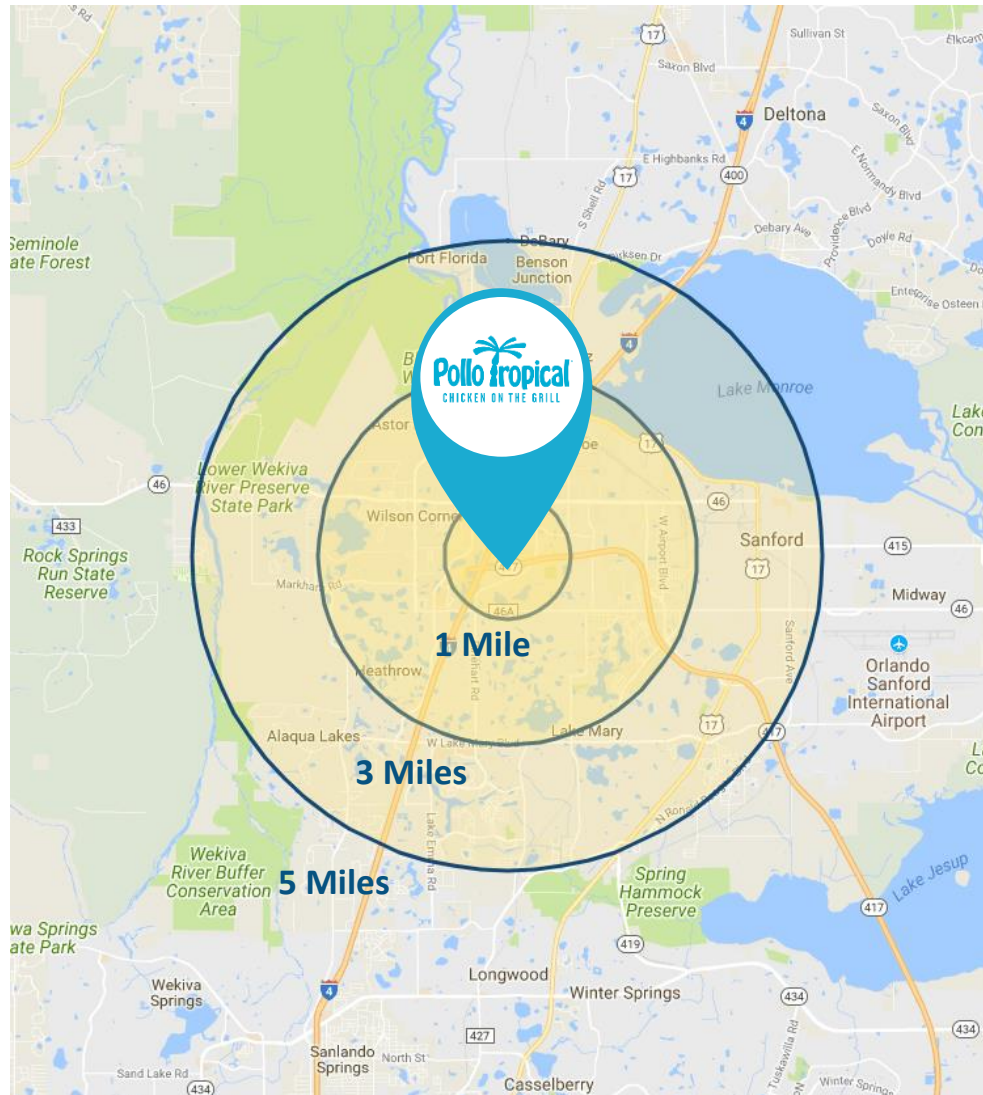


State Map





Demographics



	1 Mile	3 Miles	5 Miles
Population Trends:			
2023 Projection	9,007	56,130	131,699
2018 Estimate	8,365	52,160	122,895
2010 Census	7,058	44,169	107,293
Growth 2018-2023	7.67%	7.61%	7.16%
Growth 2010-2018	18.52%	18.09%	14.54%
2018 Population Hispanic Origin	2,114	9,208	23,823
Population by Race (2017):			
White	6,166	39,173	89,977
Black	1,394	7,902	22,383
Am. Indian & Alaskan	51	216	599
Asian	492	3,505	6,617
Hawaiian & Pacific Island	12	58	146
Other	250	1,306	3,173
Household Trends:			
2023 Projection	3,763	22,400	50,454
2018 Estimate	3,505	20,847	47,157
2010 Census	2,981	17,653	41,199
Growth 2018 - 2023	7.36%	7.45%	6.99%
Growth 2010 - 2018	17.58%	18.09%	14.46%
Owner Occupied	1,547	13,171	28,874
Renter Occupied	1,958	7,676	18,283
Average Household Income (2017):	\$68,244	\$89,270	\$82,784
Households by Household Income (2017):			
<\$25,000	641	3,527	9,982
\$25,000 - \$50,000	772	3,969	10,129
\$50,000 - \$75,000	846	3,366	7,209
\$75,000 - \$100,000	675	3,231	6,575
\$100,000 - \$125,000	212	1,850	3,889
\$125,000 - \$150,000	180	1,723	2,867
\$150,000 - \$200,000	125	1,936	3,577
\$200,000+	54	1,246	2,930



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EXCLUSIVE NET LEASE OFFERING