

**WAL★MART**  
SUPERCENTER



# CHILI'S GRILL & BAR | CARLSBAD, NM

(CORPORATE LEASE)

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CHILI'S GRILL & BAR  
2249 SOUTH CANAL STREET, CARLSBAD, NM 88220

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\*\*\*WARNING: Under no circumstances should any Broker or Principal directly contact Brinker International, Inc., Chili's Grill & Bar, Maggiano's, or any related entities. In the event this warning is disregarded, Landlord reserves the right to seek legal redress for any damages that may occur from such interference with Landlord's relationship with Brinker International, Inc., Chili's Grill & Bar, Maggiano's, or related entities\*\*\*

EXCLUSIVELY LISTED BY:

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WWW.MARCUSMILLICHAP.COM

# CORPORATE LEASE<sup>(1)</sup>

BRINKER INTERNATIONAL, INC. (NYSE: EAT)  
1,685 RESTAURANTS WORLDWIDE

**\$3.14 BILLION**

APPROXIMATELY \$3.14 BILLION IN REVENUES  
GENERATED FOR FISCAL 2018<sup>(2)</sup>



# TENANT OVERVIEW

CHILI'S GRILL & BAR | CARLSBAD, NM  
(CORPORATE LEASE)

Marcus & Millichap

(1) Lease is guaranteed by Brinker International, Inc.  
(2) Source: www.brinker.com

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# CHILI'S GRILL & BAR<sup>(1)</sup>



Founded by Larry Lavine in Texas over 40 years ago and currently owned and operated by Dallas-based Brinker International, Inc., Chili's Grill & Bar is Brinker's flagship brand and a recognized leader in casual dining offering fresh, bold and unexpected flavors. With 1,632 independently and corporate-owned and operated locations, Chili's enjoys a global presence with locations in 32 countries and two U.S. territories, more than 100,000 team members and entree selections ranging in menu price from \$6.00 to \$18.99. The Chili's brand has remained competitive by offering consistent, quality products at a compelling every day value, leveraging technology initiatives to create a digital guest experience believed to engage guests more effectively, and loyalty programs and incentives to further enhance sales and drive incremental traffic. In September 2017, the casual dining chain decided to streamline their menu to focus on food quality and customer experience, and reinvested in its best sellers and signature items of burgers, baby back ribs, fajitas and famous margaritas. In the second half of 2018, Chili's will focus on bolstering its to-go and delivery businesses, which account for more than ten percent of its sales. Named as one of "America's Best Employers" on the 2015 Forbes List and Fortune's "100 Best Workplaces for Millennials", Chili's continues to revolutionize the casual dining industry as a technology pioneer and is well known for fostering an energetic culture for team members.

- ▶ 1,632 LOCATIONS WORLDWIDE IN 49 STATES, 32 COUNTRIES AND 2 U.S. TERRITORIES
- ▶ THERE ARE 6-8 NEW CORPORATELY OWNED AND FRANCHISED DOMESTIC RESTAURANTS AND 33-38 NEW INTERNATIONAL LOCATIONS PROJECTED IN FISCAL 2019
- ▶ MORE THAN 50 MILLION AMERICANS VISIT CHILI'S GRILL & BAR EVERY THREE MONTHS
- ▶ CONSTRUCTION OF A NEW CORPORATE HEADQUARTERS OFFICE BUILDING COMPLETED IN LATE 2018 CONSISTING OF A 217,000 SF BUILD-TO-SUIT, FOUR-STORY SPACE DEMONSTRATES BRINKER INTERNATIONAL, INC.'S COMMITMENT TO THE FUTURE
- ▶ 500 EMPLOYEES WILL RELOCATE TO THE NEW HEADQUARTERS AT CYPRESS WATERS IN IRVING, TX. OTHER CURRENT TENANTS OF THE OFFICE PARK INCLUDE TOYOTA FINANCIAL, 7-ELEVEN (HQ), DEL FRISCO'S (HQ), NATIONSTAR MORTGAGE (HQ), CORELOGIC (HQ), CHEDDAR'S RESTAURANT GROUP (HQ), AMN HEALTHCARE & ONESOURCE VIRTUAL (HQ)<sup>(2)</sup>.

# COMPANY PROFILE

PARENT COMPANY  
(BB+ CREDIT RATING FROM S & P AND BA1 FROM MOODY'S)



## CURRENT FAMILY OF BRANDS

SUBJECT PROPERTY  
TENANT UNDER THE LEASE



CHILI'S SIGNATURE MENU ITEMS



MAGGIANO'S SIGNATURE MENU ITEMS



(1) Sources: www.brinker.com, www.chilis.com, (2) Source:www.billingsleyco.com

## BRINKER INTERNATIONAL, INC. - FINANCIAL HIGHLIGHTS<sup>(1)</sup>

\$3.14 B

TOTAL REVENUE GENERATED  
FOR FISCAL 2018



Brinker International, Inc. highlights from the January 29, 2019 financial report include the following:

***“Brinker delivered our fifth consecutive quarter of sequential sales improvement, posting positive sales and industry leading traffic,” said Wyman Roberts, Chief Executive Officer and President. “Our sustained momentum is being driven by several key factors including operational execution, takeout, and value.”***

- ▶ Earnings per diluted share, on a GAAP basis, in the second quarter of fiscal 2019 increased 53.7% to \$0.83 compared to \$0.54 in the second quarter of fiscal 2018
- ▶ Earnings per diluted share, excluding special items, in the second quarter of fiscal 2019 increased 2.3% to \$0.89 compared to \$0.87 in the second quarter of fiscal 2018
- ▶ Chili's company-owned comparable restaurant sales increased 2.9% in the second quarter of fiscal 2019 compared to the second quarter of fiscal 2018
- ▶ Chili's U.S. franchise comparable restaurant sales increased 3.4% in the second quarter of fiscal 2019 compared to the second quarter of fiscal 2018
- ▶ The Company's Board of Directors approved a quarterly dividend of \$0.38 per share on the common stock of the Company. The dividend will be payable March 28, 2019 to shareholders of record as of March 8, 2019
- ▶ Brinker International's Company sales in the second quarter of fiscal 2019 increased 2.5% to \$761.5 million compared to the second quarter of fiscal 2018. Total revenues in the second quarter of fiscal 2019 increased 3.2% to \$790.7 million compared to the second quarter of fiscal 2018.

“Brinker delivered positive sales and traffic for the fourth quarter,” said Wyman Roberts, Chief Executive Officer and President. “We continue to gain momentum and improve overall business performance through effective execution of our traffic driving strategies to elevate food and service, increase convenience, and strengthen our value proposition.”

### Fiscal 2019 Outlook

- ▶ Revenues are expected to be up approximately 2.00% to 2.75% ▶ Comparable restaurant sales are expected to be up 1.75% to 2.50%
- ▶ There are 6-8 new corporately owned and franchised domestic restaurants and 33-38 new international locations projected in fiscal 2019

(1) This is a partial summary of the full earnings report. The full report can be viewed at [www.brinker.com/mediaroom](http://www.brinker.com/mediaroom). Marcus & Millichap and its affiliates has not made any investigation, and makes no warranty or representation, with respect to the information contained herein. This information 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. Individuals are strongly advised to take appropriate measures to verify all of the information set forth herein. Buyer must conduct their own Due Diligence.

## CHILI'S GRILL & BAR AT A GLANCE

- ▶ *“Brinker continued to gain momentum during the third quarter, especially related to our foundational strategy to drive positive traffic at Chili's. Our investments into our food, our value equation and our curbside To Go offering are working and creating a more compelling guest experience. Chili's has the opportunity to become the largest American casual dining brand globally. We opened 30 restaurants in Fiscal 2017, and we're thrilled by our franchise partners' continued enthusiasm to expand the brand.”*

-Wyman Roberts, Brinker International, Inc. Chief Executive Officer and President

- ▶ *“Chili's culture is fantastic. Very open, very honest, very collaborative. We have an expectation that we need to deliver upon. Chili's is in a space that is completely open for opportunity. From a technology standpoint, and a digital experience standpoint, it's blue sky. We can really modify and change, progress this industry. The organization is committed to it, the industry needs it, they're begging for it, consumers want it. They're all carrying these devices and they want to have that interactivity. After implementation of the new mobile app, online orders experienced a 25%-55% growth when compared to the previous year, resulting in increased sales and enhanced customer experience.”*

- Wade Allen, Brinker International, Inc. Senior Vice President and Chief Digital Officer

- ▶ *“Chili's will be remodeling 200 to 250 older restaurants in fiscal 2019. We have expectations for the decent mid-single-digit sales lift from that kind of program. Average costs of the remodeling are between \$200,000 and \$250,000 per restaurant. Recent remodels including more focus on the bar are more relevant for today's consumers.”*

- Joe Taylor, Brinker International, Inc. Chief Financial Officer

- ▶ *“Among a growing generation of diners who prefer touch screens over personal interactions, chains such as Chili's are betting big on various digital platforms to boost brand recognition, off-premise sales and foot traffic. We have to be everywhere our guests are. Chains can't survive without reaching Generations Y and Z, who love mechanization. You've got to play their game. Technology is leveling the playing field. It's expensive to do, but you can't afford not to do it because habits are changing. Delivery sales are making up for restaurant visits during inclement weather. Virtual waitlists, voice-assisted ordering, mobile payments, and controlling the pace of the meal are all reasons to use technology while dining in and delivery. Operators say these fingertip and touchless solutions are crucial to remain relevant in a digital-driven society.”*

- The NPD Group, market research firm

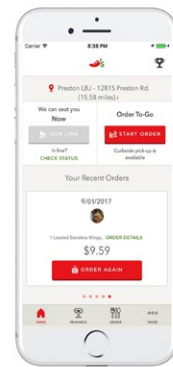
- ▶ *“Known as a technology pioneer leading the industry in the creation of the digital guest experience, Chili's was among the first casual-dining brands to adopt tabletop tablets. We currently use virtual waitlists, have rebuilt our online ordering platform and offer a quality loyalty program to say ‘thank you’ to our guests.”*

- Steve Provost, Brinker International, Inc. Chief Marketing and Innovation Officer



## CHILI'S: AT THE FOREFRONT OF DIGITIZATION<sup>(1)</sup>

- ▶ *Chili's has more than 45,000 ordering tablets systemwide, where guests can order and pay for their meals from a tabletop device. Chili's has partnered with Ziosk, the restaurant-targeted tablet-maker, who estimates mechanized menus not only enhance the overall dining experience, but also boost impulse orders of appetizers and desserts with programmed images in a rotating display during meal time, increase table turnover during peak hours and automatically suggest a tip of 20 percent to the total bill. Ziosk also offers games for kids and news articles for reading enjoyment. In 2017, Ziosk tablets were used to generate \$8.9 billion in restaurant transactions, up from \$5.64 billion in 2015.*
- ▶ *Wyman Roberts, Brinker's CEO and President, said the company has seen a growing adoption of its smartphone app, which has made "the Chili's takeout experience about as seamless and convenient as it can be."*
- ▶ *"We are going to be leaning more aggressively into delivery as we move throughout the fiscal year," said Joseph Taylor, Brinker International, Inc. Chief Financial Officer.*



- ▶ *The reality is a loyalty program is a way of saying 'thank you' to our guests for being one of their top dining options, and we weren't doing a good job of that until now," said Steve Provost, Chief Marketing and Innovation Officer. Now, anytime a guest visits Chili's, they have choice of FREE chips and salsa or a non-alcoholic beverage. Every visit. Every time.*
- ▶ *Virtual waitlists, voice-assisted ordering technology, mobile wallet programs such as Android Pay, better food imagery, graphics and streamlined delivery service options are all digital platforms to boost brand recognition, off-premise sales and foot traffic among a growing generation of diners who prefer touch screens. Luckily Chili's is at the forefront of digitization and is applying all of these features to their business model. Mobile transactions yield between 11.5 and 12% of total sales.*

(1) Source: [www.NRN.com/casual-dining/brinker-lean-more-aggressively-delivery](http://www.NRN.com/casual-dining/brinker-lean-more-aggressively-delivery)

## CHILI'S SEES 'BEST TRAFFIC GROWTH IN 10 YEARS'<sup>(2)</sup>

By Rebekah Schouten | 01.31.2019

DALLAS — Improved operational execution, a 3 for \$10 value platform and increased takeout orders led to "the best traffic growth we've seen in 10 years at Chili's," said Wyman T. Roberts, president and chief executive officer of parent company Brinker International, Inc., during a Jan. 29 earnings call.

Chili's traffic jumped 2.9% from the previous year's second quarter, which saw a 4.1% decrease from the year before that. Maggiano's Little Italy restaurants brought in 1.3% more traffic from the same period a year ago.

Brinker International, Inc. in the second quarter of fiscal 2019 ended Dec. 26, 2018, had net income of \$32 million, equal to 83c per share on the common stock, which was up 26% from \$25.3 million, or 54c per share, in the previous year's second quarter. Total revenues in the second quarter of fiscal 2019 increased 3.2% to \$790.7 million from \$766.4 million.

"Brinker delivered our fifth consecutive quarter of sequential sales improvement, posting positive sales and industry leading traffic," Mr. Roberts said. "Our sustained momentum is being driven by several key factors including operational execution, takeout and value."

Efficiency in operations has been key to Chili's recent resurgence, Mr. Roberts said. In late 2017, Brinker whittled down the Chili's menu by 40% and invested in improving the quality and value of its core menu items, which include burgers, ribs and fajitas. The efforts have streamlined operations and allowed the restaurant chain to deliver faster, hotter foods.

"Our operational momentum is bringing guests back into our restaurants," he said. "Our guests are telling us our execution and quality are significantly better even with the higher volumes. Today, we're seeing some of the best guest metrics we've ever seen. We believe our ongoing commitment to keeping operations simple and getting it right for every guest will have long-term impact on bringing guests back."

The company's focus on operations led to Chili's 3 for \$10 value platform, which is simple for operators to execute consistently, Mr. Roberts said. The platform — which allows customers to choose a non-alcoholic beverage, an appetizer and an entree for \$10 — has contributed significantly to Chili's success.

"3 for \$10 is a relevant and compelling offer that's sustainable into the foreseeable future," Mr. Roberts said. "The platform is highly motivating from a consumer's perspective. It's at the right level of preference, and it's driving traffic because it meets the needs of our lunch, our dinner as well as our takeout guests. The offerings are full portion and high-quality products, and the platform is flexible enough to keep it fresh, so guest satisfaction and intent to return are very strong."

Another sales and traffic driver for Chili's during the quarter was its takeout business. To-go sales surged 20% in the second quarter, Mr. Roberts said, reflecting a rise in e-commerce, packaging improvements and better takeout experience execution.

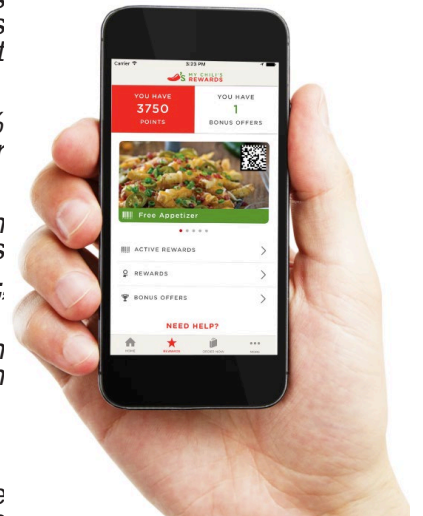
"Consumers love the variety in our menu — couple that with the seamless experience we give them from order to checkout to pay to takeout, and you can't get takeout any easier or more affordable than with Chili's Curbside," Mr. Roberts said, "We're meeting our guests' needs, and we're delivering a great guest experience. So at 12% of our business today, we believe takeout still has plenty of upside, and we plan to leverage that."

Additionally, Brinker has grown its My Chili's Rewards loyalty members database to more than 6 million members, and Mr. Roberts said the company sees "significant opportunity" to leverage those connections in the future.

Brinker's foremost future focus is continuing the upward trajectory of its traffic.

"This has been the best traffic growth that we've seen in the brand in quite some time," Mr. Roberts said. "The potential for us to continue it, we're optimistic about. We want to continue to move traffic forward. When we think about what the drivers are to future growth, it's not just the viability of the value platform. It's that, coupled with, where does your takeout strategy go from here, how does your operational momentum build to the future with regard to consistency and winning guests back from that perspective. So there's multiple elements to the Chili's growth story that we're counting on, and we're confident it will allow us to continue to grow the business."

(2) Sources: [www.foodbusinessnews.net/articles/13235-chilis-sees-best-traffic-growth-in-10-years](http://www.foodbusinessnews.net/articles/13235-chilis-sees-best-traffic-growth-in-10-years)



# NNN ABSOLUTE NNN LEASE

NO LANDLORD MAINTENANCE  
RESPONSIBILITIES

# 1.5% ANNUAL RENT INCREASES

RARE ANNUAL PRIMARY TERM  
RENT ESCALATIONS OF 1.5%



# INVESTMENT OVERVIEW

CHILI'S GRILL & BAR | CARLSBAD, NM  
(CORPORATE LEASE)

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# INVESTMENT OVERVIEW

## NEW 15-YEAR ABSOLUTE NNN LEASE

The subject property operates under an Absolute NNN Lease, with 15-years remaining and no Landlord management or maintenance responsibilities whatsoever.

## CORPORATELY GUARANTEED LEASE WITH ANNUAL RENT INCREASES

The Corporate Lease provides 1.5% fixed annual rent increases during the primary term and is corporately guaranteed by Brinker International, Inc. (NYSE: EAT).

## LEASE GUARANTOR IS ONE OF THE WORLD'S LEADING CASUAL DINING RESTAURANT COMPANIES

Brinker International, Inc., the Guarantor under the Lease, has a credit rating of "BB+" from Standard & Poor's and "Ba1" from Moody's.

## WELL-ESTABLISHED LOCATION WITH STRONG DEMOGRAPHICS

The subject property has a 15-year operational history at this location, which is situated on Highway 285 (10,356 VPD) and located near Hampton Inn & Suites, Fairfield Inn & Suites, Walmart Supercenter, Subway, Dollar General, Carlsbad Chevrolet and the Fiesta Drive In Theater. There are strong demographics in Carlsbad, NM with average household incomes of \$72,748 within a 5-mile radius of the subject property. Carlsbad is strategically positioned at the intersection of Highway 285 and Highway 62, the main arteries connecting New Mexico and Texas, and is one of the only major retail hubs between Albuquerque and San Antonio.

## CHILI'S GRILL & BAR AND BRINKER INTERNATIONAL, INC. HIGHLIGHTS<sup>(1)</sup>

- Founded over 40 years ago and currently owned and operated by Dallas-based Brinker International, Inc.
- Brinker International, Inc. has a credit rating of "BB+" by Standard & Poor's and "Ba1" by Moody's
- Generated revenue of approximately \$3.14 billion in Fiscal 2018
- 1,632 Chili's Grill & Bar locations worldwide in 49 states, 32 countries and 2 U.S. territories with more than 100,000 team members worldwide
- As of January 29, 2019, Brinker International, Inc. owned, operated or franchised 1,685 restaurants worldwide, consisting of 995 company-owned restaurants and 690 franchised restaurants across both Chili's Grill & Bar & Maggiano's Little Italy brands
- Approximately 50 million Americans visit Chili's Grill & Bar every three months
- Recognized as one of "America's Best Employers" on the 2015 Forbes List and Fortune's "100 Best Workplaces for Millenials"

(1) Chili's Grill & Bar is the Tenant under the Lease. Brinker International, Inc. is the Guarantor.





OFFERING HIGHLIGHTS

CHILI'S GRILL & BAR - CARLSBAD, NM

2249 South Canal Street, Carlsbad, NM 88220

OFFERING PRICE

\$4,022,263

CAP RATE

5.85%

Net Operating Income	\$235,302 <sup>(1)</sup>
Lease Type	Absolute NNN
Lease Commencement	8/10/2018
Lease Expiration Date	8/31/2033
Year Built	2003 <sup>(2)</sup>
Rentable Area	4,032 SF <sup>(2)</sup>
Lot Size	1.11 Acres <sup>(2)</sup>
Primary Term Escalations	1.5% Annually <sup>(3)</sup>
Options	(6) Five-Year Options
Guarantor	Brinker International, Inc. <sup>(2)</sup>
Right of First Refusal	Yes, Beginning in Year 2 of Lease

(1) Seller will guarantee Buyer the difference between the current rent and the next rent increase scheduled for August 1, 2019. Income shown reflects proforma rent as of August 1, 2019. The difference in rent will be credited at closing.

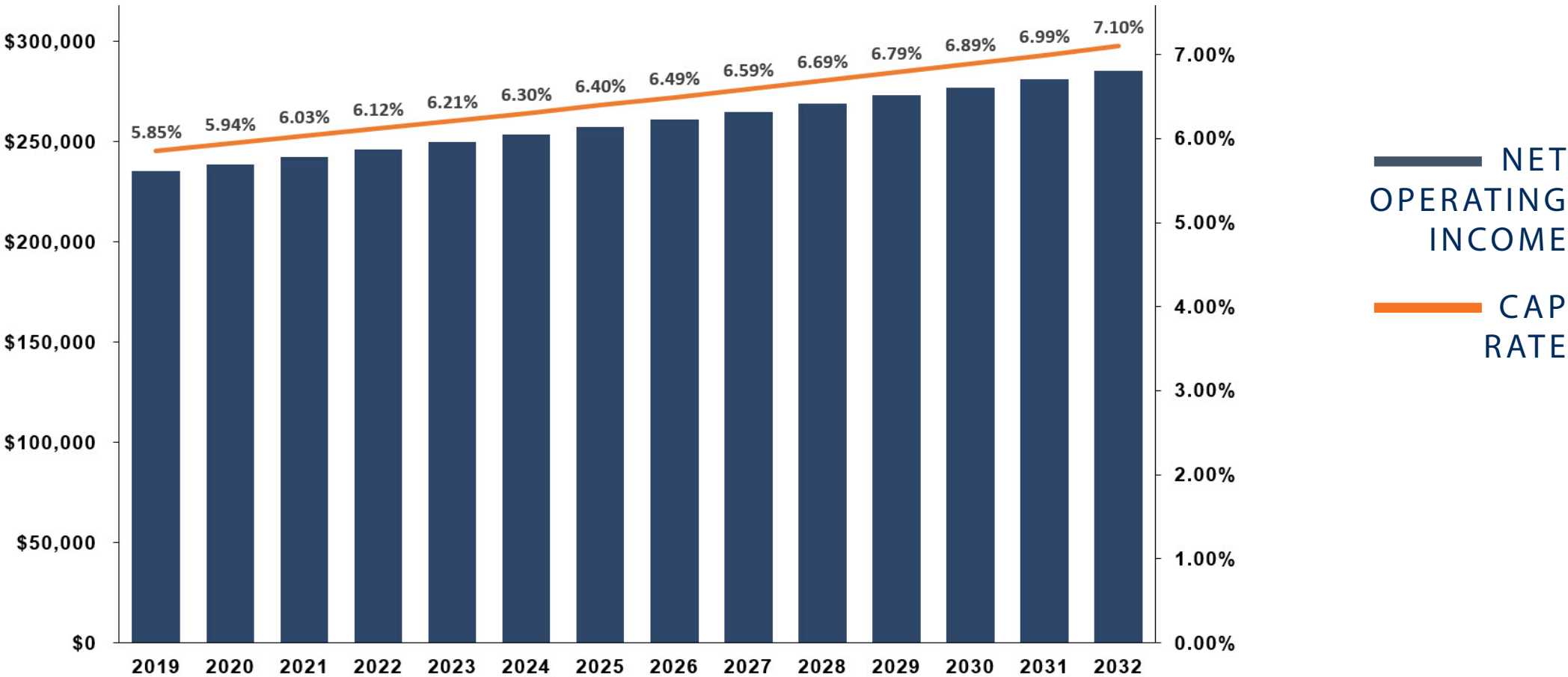
(2) Year Built, Rentable Area, Lot Size, Lease Terms, and Guarantor are approximate. Buyer will need to verify the accuray of these estimates during their Due Diligence process.

(3) Rent Escalations shown and CAP Rate Growth Chart reflect the scheduled 1.5% rent increases during the Primary Lease Term. Pro forma returns shown in the chart are not guaranteed and do not take into consideration any unforeseen expenses. Buyer must conduct their own due diligence to confirm these estimates.

RENT ROLL

NEW 15-YEAR ABSOLUTE NNN CORPORATE LEASE								
GUARANTOR	RENTABLE AREA	COMMENCEMENT	EXPIRATION	NOI	PRIMARY TERM RENT ESCALATIONS	OPTIONS	NEXT ESCALATION	LEASE TYPE
BRINKER INTERNATIONAL, INC. (NYSE: EAT)	4,032 SF <sup>(2)</sup>	8/10/2018	8/31/2033	\$235,302	1.5% ANNUALLY <sup>(3)</sup>	(6) 5-YEAR OPTIONS <sup>(2)</sup>	8/1/2020	ABSOLUTE NNN

CAP RATE GROWTH CHART<sup>(3)</sup>





# WELL-ESTABLISHED LOCATION

CHILI'S HAS OPERATED AT THIS LOCATION FOR OVER 15-YEARS

## MAIN RETAIL CORRIDOR

ADJACENT TO A NEW WALMART SUPERCENTER



# LOCATION OVERVIEW

CHILI'S GRILL & BAR | CARLSBAD, NM  
(CORPORATE LEASE)

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## LOCATION OVERVIEW



\$100,000,000  
EXPANSION PROJECT  
OF HIGHWAY 285, ALSO  
KNOWN AS CANAL STREET

\$308,000,000,000 BILLION  
IN UPSTREAM SPENDING  
BETWEEN 2018 AND 2023  
AS PERMIAN BASIN  
PRODUCTION RISES

RECORD OIL PRODUCTION  
OF 172,000,000 BARRELS  
IN NEW MEXICO IN 2017

\$582,000,000 INCREASE IN  
OVERALL STATE REVENUE IN  
FISCAL YEAR 2018

### EPICENTER OF HISTORIC PERMIAN BASIN OIL BOOM<sup>(1)</sup>

With Big Oil as the driving economic force of southeastern New Mexico and western Texas, Eddy County is home to many of the active oil rigs and mineral owners of the Delaware and Permian Basins. This petroleum-rich swath is comparable to the Ghawar Oil Field of Saudi Arabia, both in output and basinal area. In 2017, New Mexico hit record production of 172 million barrels of oil, maintaining its rank as the third-largest oil-producing state in the nation. Evidence of this prolific growth and vital to the Permian highway infrastructure is the \$100 million Texas Department of Transportation expansion project of Highway 285, also known as Canal Street, already underway across state lines. Canal Street runs through the heart of the basin and the city of Carlsbad. The subject property is strategically positioned on this major corridor, serving as a retail hub midway between Albuquerque and San Antonio. The city of Carlsbad has recognized its role in this historic oil boom and is proactively widening and restructuring roadways to alleviate congestion, accommodate the significant growth, and improve the flow of local traffic and the commercial transport of equipment and supplies.

### HIGH VISIBILITY AND ACCESS TO DOWNTOWN

Near Walmart Supercenter, Subway, Dollar General, Hampton Inn & Suites, Carlsbad Chevrolet, Fairfield Inn & Suites, the Fiesta Drive-In Theater, and many regional retailers, the subject property boasts high visibility from Interstate 285. This major thoroughfare connects New Mexico and Texas and is the preferred distribution route of oil from the Permian Basin.

(1) Source: [www.fortune.com/longform/permian-basin-oil-fortune-500](http://www.fortune.com/longform/permian-basin-oil-fortune-500)

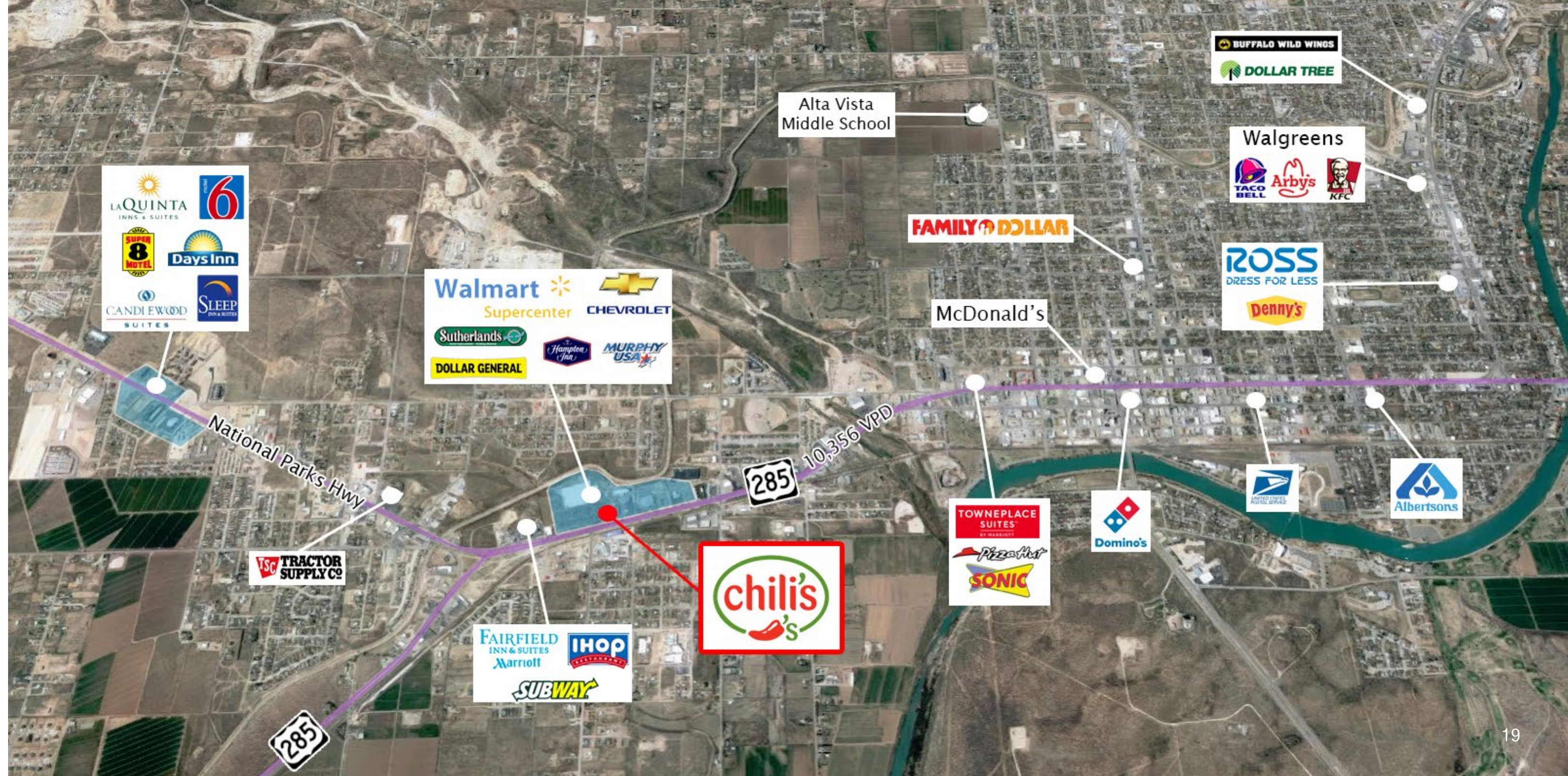




## AERIAL VIEW

The subject property is located on 2249 South Canal Street, in Carlsbad, NM, sitting atop the Permian Basin on Highway 285. In 2017, New Mexico was the third-largest oil-producing state in the nation.

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# \$3.14 BILLION

BRINKER INTERNATIONAL, INC. GENERATED  
TOTAL REVENUES OF \$3.14 B FOR FISCAL 2018<sup>(1)</sup>



# MARKET OVERVIEW

CHILI'S GRILL & BAR | CARLSBAD, NM  
(CORPORATE LEASE)

Marcus & Millichap

(1) Source: www.brinker.com

Marcus & Millichap

This information 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. © 2017 Marcus & Millichap ACT ID Z0940124



## POPULATION

YEAR	1 MILE	3 MILES	5 MILES
2021 Projection Total Population	3,264	22,703	33,508
2016 Census Total Population	3,462	23,209	33,959
2010 Census Total Population	2,879	21,773	31,829

Source: Marcus & Millichap Research Services, CoStar





# CARLSBAD, NM

Known as “The Pearl on the Pecos”, Carlsbad is the county seat of Eddy County and is the principal city of the Carlsbad-Artesia micropolitan area. Straddling the Pecos River, Carlsbad is home of the Carlsbad Caverns National Park. Hidden beneath the surface are more than 119 limestone caves in an exposed Permian-age fossil reef in the Chihuahuan Desert, believed to have been formed 250 to 280 million years ago when sulfuric acid dissolved limestone, leaving behind cavities of all shapes and sizes. Brazilian free-tailed bats inhabit this space six months out of the year from May to October, awarding this scientific phenomenon as a popular tourist destination. The “Big Room” is the largest single cave chamber by volume in North America (1.25 miles long by 625 feet wide by 255 feet high at its highest point) and one of the longest caves of modern day (140 miles).

With Big Oil as the driving economic force of southeastern New Mexico and western Texas, Eddy County is home to many of the active oil rigs and mineral owners of the Delaware and Permian Basins. This petroleum-rich swath is comparable to the Ghawar Oil Field of Saudi Arabia, both in output and basinal area. In 2017, New Mexico hit record production of 172 million barrels of oil, maintaining its rank as the third largest oil-producing state in the nation. Evidence of this prolific growth and vital to the Permian highway infrastructure is the \$100 million TxDOT expansion project of Highway 285, also known as Canal Street, already underway across state lines. Canal Street runs through the heart of the basin and the city of Carlsbad. The subject property is strategically positioned on this major corridor, serving as a retail hub midway between Albuquerque and San Antonio.

The city of Carlsbad has recognized its role in this historic oil boom and is proactively widening and restructuring roadways to alleviate congestion, accommodate the significant growth, and improve the flow of local traffic and the commercial transport of equipment and supplies. Approximately 41,000 new wells are predicted, with \$308 billion in upstream spending between 2018 and 2023 in the Permian Basin. The last five-year period, from 2012 to 2017, saw about \$150 billion spent on upstream capital.

Source: [www.news.ihsmarkit.com/press-release/energy/stunning-permian-basin-oil-production-more-than-double-2017](http://www.news.ihsmarkit.com/press-release/energy/stunning-permian-basin-oil-production-more-than-double-2017)



PERMIAN BASIN, EDDY COUNTY





2249

# CHILI'S GRILL & BAR | CARLSBAD, NM

(CORPORATE LEASE)

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