

QDOBA & MATTRESS KING

2450 WEST ROBINSON STREET, NORMAN, OK 73069



OFFERING MEMORANDUM

Marcus & Millichap



SUBJECT
PROPERTY



DOWNTOWN
NORMAN



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Rent Roll

Lessee Information as of July 2020

Suite #	TENANT NAME	APPROX. RENTABLE SQ.FT.	PERCENT OCCUPANCY	EST. LEASE COMMENCEMENT	EST. LEASE EXPIRATION	APPROX RENT PSF	BASE RENT PER MONTH	ANNUAL RENT	LEASE TYPE	RENTAL INCREASES	RENEWAL OPTIONS
A	Qdoba (DCW Investments, LLC)	2,429	39.4%	4/26/2020	4/30/2030	\$34.00	\$6,882.17	\$82,586.00	NNN	10% in Year 8, 10% in Each Option Period	2, 5 Year Options
B	Mattress King, Inc	3,741	60.6%	2/1/2020	1/31/2025	\$32.08	\$10,000.00	\$120,000.00	NNN	15% in 1st Option, 3% Annually in the 2nd & 3rd Options	3, 5 Year Options
Total SF		6,170	100%				Monthly Income	\$16,882			
Occupied SF		6,170	100%				Annual Income	\$202,586			
Available SF		0	0%				Average Rent PSF	\$33.04			



Income & Expense Summary

Total Square Feet Per Leases	6,170
Lot Size	.87 Acres
Year Built	2020
Leased as of July 2020	100%

INCOME

Scheduled Base Rent	\$202,586
Estimated Total Potential Base Rent	\$202,586
Plus Expense reimbursements	\$55,043
EFFECTIVE GROSS INCOME	\$257,629

ESTIMATED OPERATING EXPENSES

CAM Expense	\$11,640	\$1.89
Insurance	\$5,606	\$0.91
Property Taxes	\$37,797	\$6.13
TOTAL OPERATING EXPENSES	\$55,043	\$8.92

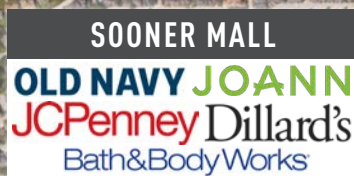
NET OPERATING INCOME **\$202,586**

OFFERING PRICE **\$3,376,400**

CAPITALIZATION RATE **6.0%**

PRICE PER SF **\$547.23**





SUBJECT
PROPERTY

29,584 CPD
W ROBINSON ST



Property Description



INVESTMENT HIGHLIGHTS

- » **New 5- and 10-Year Triple-Net (NNN) Leases to Qdoba and Mattress King**
- » Brand New 2020 Construction
- » **112,055 Residents within a 5-Mile Radius - Growing Norman Trade Area in the Oklahoma City MSA**
- » Households Projected to Increase Nearly 7%+ in Surrounding Area by 2024
- » **Excellent High Traffic Location Along West Robinson Street (29,584 Cars/Day)**
- » Situated in Dense Retail Corridor - Target-Anchored Center, Homeland, Walmart, Lowe's, Best Buy, and More
- » **Average Household Income Exceeds \$92,000 within a 1-Mile Radius**
- » 4 Miles from The University of Oklahoma (26,600 Students)
- » **Less Than 1 Mile off the Interstate-35 Freeway - Major OK Thoroughfare with Direct Access to Oklahoma City**



DEMOGRAPHICS

1-mile

3-miles

5-miles

Population

2024 Projection	6,907	65,013	119,635
2019 Estimate	6,506	61,569	112,055
Growth 2019 – 2024	6.16%	5.59%	6.76%

Households

2024 Projection	3,206	26,184	49,166
2019 Estimate	2,998	24,602	45,685
Growth 2019 – 2024	6.91%	6.43%	7.62%

Income

2019 Est. Average Household Income	\$92,834	\$90,774	\$82,908
2019 Est. Median Household Income	\$67,332	\$65,018	\$60,644
2019 Est. Per Capita Income	\$42,817	\$37,121	\$34,479



Tenant Overviews



San Diego, California

750+

1995

www.qdoba.com

Headquarters

Locations

Founded

Website

Qdoba Mexican Eats is a chain of fast casual restaurants in the United States and Canada serving Mexican-style cuisine. The company was founded in 1995 in Denver, Colorado by Anthony Miller and Robert Hauser, originally called Zuma Fresh Mexican Grill. The original location at Grant Street and Sixth Avenue in Denver is still in operation today.

In 2003, Jack in the Box acquired Qdoba for \$45 million. After spending 15 years as a wholly owned subsidiary of Jack in the Box, the company was sold to

a consortium of funds led by Apollo Global Management in March 2018. Today, Qdoba is headquartered in San Diego and has over 750 locations in 47 states, the District of Columbia, and Canada.

Qdoba has shown an intense focus on flavor and quality food over the years. The chain serves over 30 high-quality ingredients and smashes avocados by hand in-restaurant daily for their delicious guac. The company has been voted America's favorite fast-casual restaurant by USA Today readers.



Oklahoma City, Oklahoma

5

2005

www.mattresskingok.com

Headquarters

Locations

Founded

Website

Mattress King is Oklahoma's top choice for high-quality mattresses, adjustable bases, pillows, and accessories. Currently, there are five locations throughout Oklahoma in Lawton, Stillwater, Oklahoma City, and Norman. Customer service is the company's number one priority, backed up by legendary quality at unbeatable prices both in-store and online. All mattresses come with a 100-night trial, same day delivery, and no-hassle exchange.

In 2005, Ryan Farris (Founder and CEO of Mattress King) opened his first store with the goal of building one-on-one relationships and helping his customers find their best night's sleep at an affordable price. In 2007, the second location opened in Lawton, nicknamed "The Big Store." Over the years, Farris perfected his business model and opened more stores in Oklahoma. In 2020, the Norman location was established.

Location Overview



Norman is located in central Oklahoma, 20 miles south of Oklahoma City, in Cleveland County where it serves as the county seat. The third-largest city in Oklahoma, it is home to an estimated 124,880 people (as of 2019).

The city's economy is boosted by higher education located in the city and related research industries. Norman is home to the University of Oklahoma, the largest university in the state with nearly 32,000 students enrolled. The university is well known for its sporting events by teams under the banner of the nickname "Sooners," with over 85,000 people in attendance at football games. The university employs over 10,700 personnel across three campuses, making it a significant driver of the city's economy. Norman is also home to the National Weather Center and is a center for other scientific ventures.

Oklahoma City is the capital and largest city in the state of Oklahoma, ranking 27th among U.S. cities in population. As of 2018, the Oklahoma City metropolitan area had a population of 1,396,445, and the Oklahoma City-Shawnee Combined Statistical Area had a population of 1,469,124 (Chamber of Commerce) residents, making it Oklahoma's largest metropolitan area by population.

The economy of Oklahoma City, once just a regional power center of government and energy exploration, has since diversified to include the sectors of information technology, services, health services and administration. The city is headquarters to two Fortune 500 companies, Chesapeake Energy Corporation and Devon Energy Corporation, as well as being home to Love's Travel Stops & Country Stores, which is ranked thirteenth on Forbes' list of private companies.

[exclusively listed by]

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