



LONG JOHN SILVER'S

3257 Cerrillos Road | Santa Fe, NM

OFFERING MEMORANDUM



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TABLE OF CONTENTS

3

EXECUTIVE OVERVIEW

4

FINANCIAL OVERVIEW

9

TENANT OVERVIEW

10

AREA OVERVIEW

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REAL ESTATE INVESTMENT SERVICES

EXECUTIVE OVERVIEW

INVESTMENT HIGHLIGHTS

- **Exceptional Store Sales** – Long John Silver's is operating over 35% above their national store sales average at this location. Additionally, the sales have increased year-over-year for the past four years.
- **Strong Retail Corridor** – the property is ideally situated in front of a Walmart, and next to several other national retailers such as Home Depot, McDonald's, Arby's, Krispy Kreme, Wells Fargo and Walgreens to name a few.
- **Situated in an affluent area of Santa Fe** – there are 100,000 people in a 5-mile radius, average household income over \$84,000, and a consistent population growth.
- **A brand new 420-unit apartment complex** is currently under construction less than 400 feet from the Long John Silver's, bringing more consumers into the trade area.
- **Highly trafficked Area** – Cerrillos Road sees over 43,000 vehicles per day.
- **Quickly growing cash-flow** – the lease has fixed 2.00% annual rental increases, providing for a future value generation, and a hedge against inflation.
- **Ideal Ingress/Egress** – the property has access from both sides of Cerrillos road, including a left turn lane, creating convenience for customers to enter the property.

FINANCIAL OVERVIEW



\$1,127,288

LIST PRICE



\$76,092

NOI



6.75%

CAP RATE

BUILDING INFO

Address	3257 Cerrillos Rd Santa Fe, NM 87507
GLA of Building	± 3,096 SF
Lot Size	±0.58 Acres

TENANT SUMMARY

Tenant	Long John Silver's
Lease Guarantor	Corporate
Lease Type	Absolute NNN
Original Lease Term	15 years
Term Remaining on Lease	±3 years
Lease Commencement Date	9/1/08
Lease Expiration Date	8/31/23
Increases	2.00% annually
Options	Three, 5-year Options

ANNUALIZED OPERATING DATA

	Lease Term	Monthly Rent	Annual Rent	Cap Rate
	9/1/2020 - 8/31/2021	\$6,341	\$76,092	6.75%
	9/1/2021 - 8/31/2022	\$6,468	\$77,614	6.89%
	9/1/2022 - 8/31/2023	\$6,597	\$79,166	7.02%
Option 1	9/1/2023 - 8/31/2024	\$6,729	\$80,749	7.16%
	9/1/2024 - 8/31/2025	\$6,864	\$82,364	7.31%
	9/1/2025 - 8/31/2026	\$7,001	\$84,012	7.45%
	9/1/2026 - 8/31/2027	\$7,141	\$85,692	7.60%
	9/1/2027 - 8/31/2028	\$7,284	\$87,406	7.75%
Option 2	9/1/2028 - 8/31/2029	\$7,429	\$89,154	7.91%
	9/1/2029 - 8/31/2030	\$7,578	\$90,937	8.07%
	9/1/2030 - 8/31/2031	\$7,730	\$92,756	8.23%
	9/1/2031 - 8/31/2032	\$7,884	\$94,611	8.39%
	9/1/2032 - 8/31/2033	\$8,042	\$96,503	8.56%
Option 3	9/1/2033 - 8/31/2034	\$8,203	\$98,433	8.73%
	9/1/2034 - 8/31/2035	\$8,367	\$100,402	8.91%
	9/1/2035 - 8/31/2036	\$8,534	\$102,410	9.08%
	9/1/2036 - 8/31/2037	\$8,705	\$104,458	9.27%
	9/1/2037 - 8/31/2038	\$8,879	\$106,547	9.45%



NEW CONSTRUCTION
MULTIFAMILY DEVELOPMENT



CERILLOS RD
± 48,300 VPD





NEW CONSTRUCTION
MULTIFAMILY DEVELOPMENT



CERILLOS RD
± 48,300 VPD





CERILLOS RD
± 48,300 VPD



TENANT OVERVIEW

LONG JOHN SILVER'S



»

Company Name

LONG JOHN SILVER'S



»

Ownership

PRIVATE



»

Year Founded

1969



»

Industry

RESTAURANT



»

Headquarters

LEXINGTON, KY



»

Website

WWW.LJSILVERS.COM

50 years ago Long John Silver's began their mission to bring great-tasting, sustainably-caught seafood to all the people who aren't able to be near an ocean every day of their life. So from sea to delicious sea, they bring their bell-ringing quality, service and value to land every day.

They treat every moment as an opportunity to celebrate the food they love the most from the place they love most – the sea. They have always believed that the unique seafood experience should be accessible to all. Guests are treated to an unforgettable experience in addition to a delicious meal.



SANTA FE, NM

Santa Fe is one of America's most historic, artistic, and fascinating cities. Known as "The City Different," the nation's oldest state capital city is a place unlike in other in the world. Santa Fe is 400+ years of cultural fusion with echoes of the past alive in the present. While history is an ever-powerful presence, there is also a thriving contemporary and progressive sophistication. Santa Fe is stimulating yet relaxing, playful but educational, centuries old with modern touches.

Santa Fe has long been a center for arts and culture; Santa Fe is one of the country's largest art markets. Visitors will find nearly 250 galleries and dealers to explore. Santa Fe has more than a dozen museums to explore featuring culture, history and traditions of this region and the world. With a backdrop of the Sangre de Cristo Mountains, the world-class Santa Fe Opera makes its home here.

In recent years, Santa Fe has earned a stellar reputation with food-lovers. Santa Fe has more than 200 restaurant choices ranging from their local New Mexican flavors to creative Southwestern cuisine to authentic world cuisines. Their accommodations are as equally diverse as we are. Visitors can choose from an array of resort, hotels, bed & breakfasts, vacation rentals, campgrounds and RV parks.

If exercise is on the mind, visitors can hike and bike year-round. Ski Santa Fe opens the slopes from Thanksgiving through Easter. From the great outdoors and open sky where everyone can enjoy white water river rafting, horseback riding, fly-fishing, or the nurturing of indoors.

DEMOGRAPHICS

POPULATION	1-MILE	3-MILE	5-MILE
2025 Projection	38,565	68,385	123,309
2020 Estimate	9,618	67,679	102,000

HOUSEHOLDS	1-MILE	3-MILE	5-MILE
2025 Projection	17,355	30,060	52,540
2020 Estimate	4,187	28,264	44,435

INCOME	1-MILE	3-MILE	5-MILE
2020 Avg HH Income	\$58,314	\$66,898	\$77,729





SANTA FE ECONOMY

Santa Fe's economy has been based largely on tourism and state government. As capital of New Mexico, the government is the largest employer in the area. Santa Fe receives an average of 1.6 million visitors annually and was ranked second only to San Francisco as the best travel destination in the country. Tourism boosts the city's retail industry, which brings in more than \$1 billion annually. Because of the city's proximity to Los Alamos National Laboratory (LANL), 45 miles away, scientific research has also become a factor. Operated by the University of California for the U.S. Department of Energy, LANL is one of the largest research laboratories in the nation. It is an important center for work on defense-related projects, conducting research on technology associated with nuclear weapons and deterrence, as well as energy production and health, safety, and environmental concerns, among other areas. Over one third of LANL's employees live in Santa Fe, and several new research-related firms and high-technology spinoff companies have located in Santa Fe.



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1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Seller.

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If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Seller or Matthews Real Estate Investment Services or any of their affiliates or any of their respective officers, Directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date this Offering Memorandum.



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