



QuikTrip®

TUCSON, ARIZONA

ACTUAL SITE





BLAKE TAGMYER

858 558 5670

blake.tagmyer@cushwake.com

License No. 01912759

KARI FISKE

858 334 4032

kari.fiske@cushwake.com

License No. 02064567

LISTED IN CONJUNCTION WITH ARIZONA BROKER OF RECORD,
CHRIS HOLLENBECK | LICENSE NO. SA584876000

BRANDON PRICE

858 558 5673

brandon.price@cushwake.com

License No. 01822998

TARA HENDRICKS

858 558 5611

tara.hendricks@cushwake.com

License No. NA

01

OFFERING

Investment Highlights
Executive Summary

02

FINANCIALS

Lease & Pricing Summary

03

TENANT

Tenant Overview

04

MARKET

Area Overview
Area Demographics



QuikTrip®

3345 W. VALENCIA ROAD | TUSCON, AZ



01

OFFERING

Investment Highlights
Executive Summary





INVESTMENT HIGHLIGHTS

THE OFFERING

- Built in 2010, a 4,514 square foot free-standing QuikTrip gas-station and convenience store which was leased for 16 years through December of 2027
- Price: \$3,417,171 – 6.15% Cap Rate

LEASE / TENANT

- Corporate guaranteed lease by QuikTrip Corporation, one of the nation's largest privately held companies with annual revenues in excess of \$11.4 billion
- Absolute net lease with zero landlord responsibilities
- 16 year lease which commenced in 2012 leaving approximately seven years remaining on the initial term
- Rent increases between each of the seven 5-year renewal options



REAL ESTATE / AREA STRENGTHS

- Positioned at the signalized intersection of West Valencia Road and South Camino de la Tierra with combined daily traffic counts of over 37,600 vehicles per day
- One block west of Manzanita Plaza, an 116,000 square foot center anchored Safeway, Family Dollar and more
- Approximately two and a half miles east on Valencia Road from Casino del Sol, a 215 room upscale resort and spa with conference center
- Densely populated area with over 48,000 residents within a three mile radius and 125,000 residents within a five mile radius

 **THE UNIVERSITY OF ARIZONA**

Tucson Spectrum

 TARGET	
	JCPenney

TUCSON
INTERNATIONAL AIRPORT
TUCSON AIRPORT AUTHORITY

Santa Cruz Plaza

	Burlington
	SUBWAY

Manzanita Plaza

	Aaron's
	CHASE

 **CVS pharmacy**

 **LOWE'S**

 **Walmart Supercenter**

 **The UPS Store**

 **99¢ only STORES.**

 **FOOD STORES fry's**

 **Walgreens**

 **SUBWAY**

3345 W. Valencia Road
Tucson, AZ

 **FAMILY DOLLAR**

 **CASINO DEL SOL**

W. BILBY RD.

S. CARDINAL AVE.



SAFEWAY

CHASE

ARCO

W. VALENCIA RD.

48,845
RESIDENTS
IN A 3-MILE



Walgreens

Walmart

S. CAMINO DE LA TIERRA

W. PASEO DE LAS AVES

EXECUTIVE SUMMARY

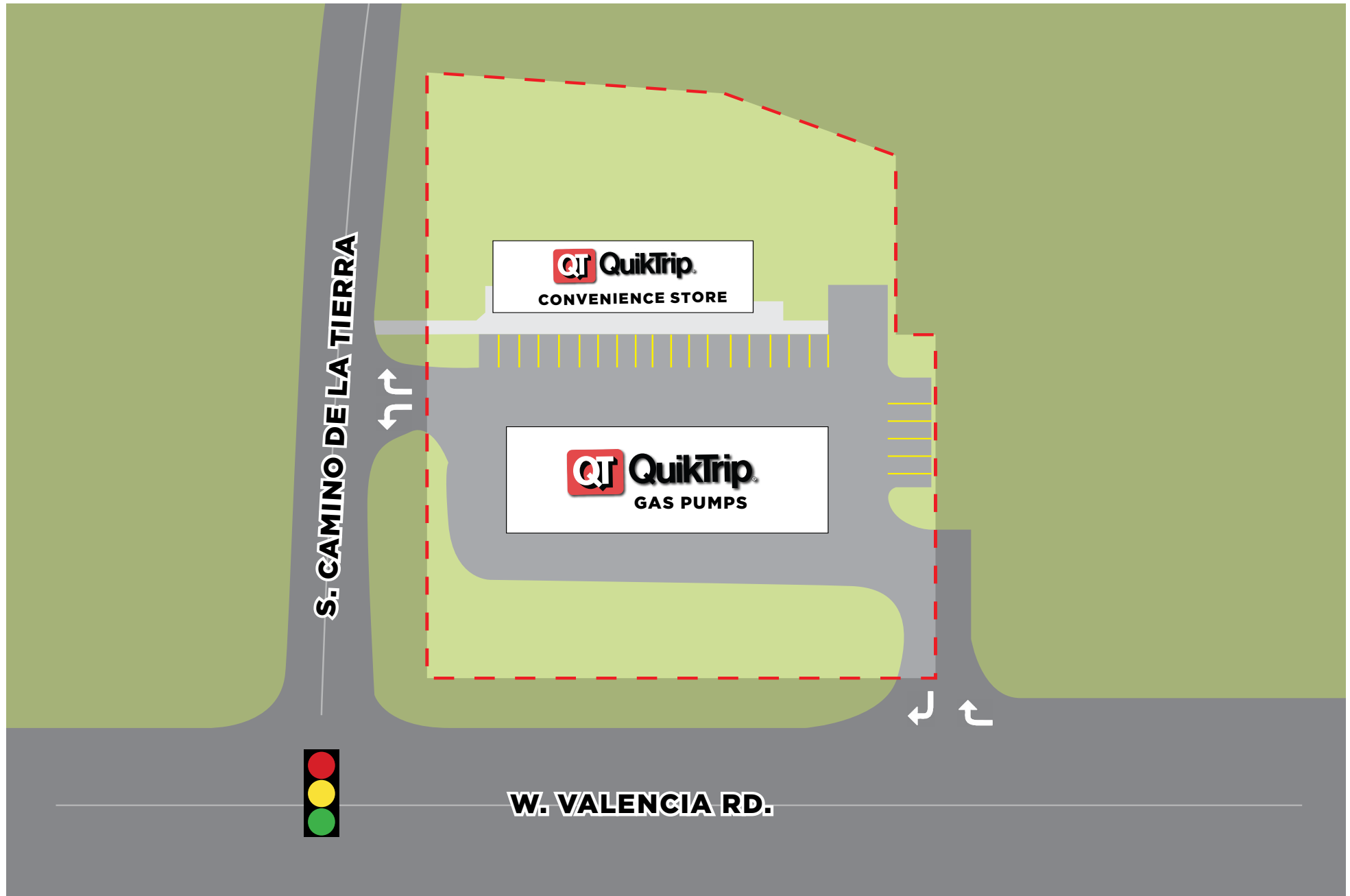
The subject property is a 4,514 square foot QuikTrip located in Tucson, Arizona. QuikTrip has leased the property for a 16 year term which commenced in 2012, leaving approximately seven years remaining on their initial lease term. There are structured rent increases between each of the seven 5-year renewal options. The lease is absolute net providing for zero landlord responsibilities.

QuikTrip is one of the nation's leading convenience store operators, with approximately \$11.4 billion in annual revenues which are generated from the over 850 locations they operate. These revenues place QuikTrip on the Forbes listing of largest privately held companies.

Located at the signalized intersection of West Valencia Road and S Camino de la Tierra, the property features excellent access and exposure along one of the area's main traffic corridors with combined daily traffic counts in excess of 37,600 vehicles per day. QuikTrip is positioned one block west of Manzanita Plaza, an 116,000 square foot retail center anchored by Safeway, Family Dollar, Aaron Rents and more. Additionally, the property is situated approximately two and a half miles east on Valencia Road of Casino del Sol, an award winning casino and spa resort with conference center. This densely populated area is home to over 48,000 residents within a three mile radius and over 125,000 residents within a five mile radius.



SITE PLAN





S. CAMINO DE LA TIERRA



W. VALENCIA RD.



37,600
CARS PER
DAY

02 FINANCIALS

Lease & Pricing Summary







PRICE



\$3,417,170

CAP RATE



6.15%

3345 W. VALENCIA ROAD | TUSCON, AZ 85746



YEAR BUILT
2010



OWNERSHIP TYPE
FEE SIMPLE



BUILDING SIZE
4,514 SQUARE FEET



LOT SIZE
1.68 ACRES +/-

TENANT

QuikTrip Corporation

LEASE TYPE

NNN

LEASE TERM

16 Years

LEASE COMMENCEMENT

01/01/2012

LEASE EXPIRATION

12/31/2027

REMAINING LEASE TERM

7 Years

RENEWAL OPTIONS

Seven 5-Year Options

RENT INCREASES

Between Options

ROFR

30 Day Notice

BASE RENT SCHEDULE

PERIOD	ANNUAL BASE RENT	MONTHLY BASE RENT
Current - 12/31/2027	\$210,156.00	\$17,513.00
Option 1 (5 Years)	\$217,164.00	\$18,097.00
Option 2 (5 Years)	\$224,160.00	\$18,680.00
Option 3 (5 Years)	\$231,168.00	\$19,264.00
Option 4 (5 Years)	\$238,176.00	\$19,848.00
Option 5 (5 Years)	\$245,184.00	\$20,432.00
Option 6 (5 Years)	\$252,180.00	\$21,015.00
Option 7 (5 Years)	\$259,188.00	\$21,599.00



03

TENANT

Tenant Overview





TENANT OVERVIEW

QUIKTRIP CORPORATION IS A PRIVATELY HELD COMPANY HEADQUARTERED IN TULSA, OKLAHOMA

Founded in 1958, QuikTrip has grown to a more than \$11 billion company with 850 stores in eleven states. Those revenues place QuikTrip high on the Forbes listing of largest privately held companies. QuikTrip's strategy is to be the dominant convenience/gasoline retailer in each market and to reach that level not through sheer numbers of stores, but through key, high-volume locations. With over 24,000 employees, Fortune has ranked QuikTrip on the list of Best Companies To Work For for fourteen years. QuikTrip also gives back to the communities it serves, donating 5% of net profits to charitable organizations.

QuikTrip Chairman and CEO Chet Cadieux was named CSP's Retail Leader of the Year in 2019, exactly 12 years after his father received the same honor. Chet has built his reputation on a people-first strategy that has made QT a desirable place to work and an admired part of the c-store industry.

QuikTrip grows almost entirely through new store construction. It added 33 new sites in calendar year 2019 to maintain its spot as the 11th largest c-store chain in the United States, with stores across 11 states.

In fiscal year 2020, which ends in April, QuikTrip will have opened 30 new-to-industry stores, including expanding into two new markets—San Antonio and Austin, Texas—and eyeing another major market: Denver.

QuikTrip is growing with its Gen3S store, a design slightly smaller than the previous more than 5,000-square-foot Generation 3 model.

AWARDS

#12 Best Employers for New Grads 2020

#29 America's Largest Private Companies 2019

*According to FORBES

NUMBERS

HEADQUARTERS

4705 South 129th East Ave. | Tulsa, OK 74134

NUMBER OF EMPLOYEES

24,034

NUMBER OF LOCATIONS

883



\$11.4 BILLION
Annual Revenues*

\$1.31 BILLION
Market Cap*

*as of Apr 30, 2019

04

MARKET

Area Overview
Area Demographics





AREA OVERVIEW

Tucson, situated along the Santa Cruz River on a hilly plain of the Sonoran Desert that is rimmed by the Santa Catalina and other mountains, is the second most-populated city in Arizona and home to the University of Arizona

Tucson is located in southeast Arizona on the Santa Cruz River. Tucson is a growing city of over a half million residents and the heart of a booming high-technology region with more than 1,200 companies employing more than 50,000 people. Among its industries are aerospace and missile production, computer hardware and software, optics, biotechnology and electronics. The city is committed to further growth, with technology at the core. Tucson's superb climate and delightful blend of American, Hispanic and Native American cultures make it one of America's favorite tourist destinations.

TUCSON CULTURE

The arts are well represented in Tucson, with numerous art galleries and nationally-recognized museums such as the Tucson Museum of Art. The Tucson Convention Center is home to the Tucson Symphony Orchestra and the Arizona Opera. Tucson's importance as a military base during the Cold War is showcased at the Titan Missile Museum and at the Pima Air & Space Museum, which has more than 200 historical aircraft. Additional museums pay tribute to the area's Hispanic and Native American cultures.

TUCSON SPORTS AND LEISURE

The Tucson Sidewinders, a Triple-A affiliate of the Arizona Diamondbacks, play minor league baseball at Tucson Electric Park. The University of Arizona has competitive programs in several sports. For big league action, Phoenix is just a 2-hour drive away, with major league baseball's Arizona Diamondbacks, the NFL's Phoenix Cardinals, the NBA's Phoenix Suns and the NHL's Phoenix Coyotes. During baseball's spring training season, Tucson hosts the facilities of the Arizona Diamondbacks, the Chicago White Sox and the Colorado Rockies. The city also hosts major golf events, including the PGA's Tucson Open and the LPGA Welch's/Fry's Championship.



TUCSON



TUCSON OUTDOORS

Clean air, warm temperatures, perennial sunshine and great views make Tucson a great place for outdoor recreation. The city is surrounded by mountains, with hiking and camping available in the Tucson Mountains to the west and the Catalina Mountains to the north. Mt. Lemmon in the Catalinas is a 9,157-foot peak perfect for climbing uphill in the summer and skiing downhill in the winter. For golf, Tucson has 19 courses within the city, including nationally-recognized Ventana Canyon. More great courses are available throughout southern Arizona. Even birdwatchers love Tucson-- the area is famous for its many species of bird life, with at least 14 varieties of hummingbirds alone.

TUCSON AT NIGHT

One of the youngest big cities in the nation, Tucson has a median age of just 32. A huge student population and a recent influx of young professionals to fill the booming high-tech job market have made Tucson one of the hippest cities in the nation, with upscale nightlife options more typical of larger cities, but without the big city hassles. With a higher elevation than much of the rest of the state, Tucson is cooler in the summer than Phoenix, while still enjoying temperatures above 70 in the winter.



TUCSON SYMPHONY ORCHESTRA



DOWNTOWN TUCSON





2020 DEMOGRAPHICS

1 Mile 3 Miles 5 Miles 7 Miles



POPULATION

Total Population	9,429	48,845	125,482	203,736
Median Age	33.8	31.8	32.0	31.7



HOUSING

Total Housing Units	3,332	16,298	44,553	73,855
Occupied Housing	92.4%	93%	89.5%	89.4%
Vacant Housing Units	7.7%	7.0%	10.5%	10.7%



INCOME

Income \$0 - \$49,999	46.5%	50.6%	55.5%	57.8%
\$50,000 - \$99,999	37.9%	34.7%	31.5%	30.3%
\$100,000 +	15.7%	14.8%	12.9%	10.6%
Avg Household Income	\$67,550	\$62,156	\$56,885	\$55,115

2025 PROJECTED DEMOGRAPHICS

1 Mile 3 Miles 5 Miles 7 Miles



POPULATION

Total Population	9,692	50,566	130,569	211,705
Median Age	34.5	32.8	33.1	32.8



HOUSING

Total Housing Units	3,414	16,828	46,243	76,644
Occupied Housing Units	92.5%	93.2%	89.7%	89.6%
Vacant Housing Units	7.5%	6.8%	10.3%	10.4%



INCOME

Income \$0 - \$49,999	41.7%	46.1%	51.2%	53.8%
\$50,000 - \$99,999	39.4%	36%	33.2%	32.1%
\$100,000 +	19%	17.9%	15.4%	14.1%
Avg Household Income	\$74,849	\$69,366	\$63,401	\$61,232



\$67,550

AVERAGE INCOME WITHIN 1 MILE

OF THE PROPERTY

125,482

POPULATION WITHIN 5 MILES



*Report counts include D&B business location records that have a valid telephone, known SIC code and D&B ratings as well as exclude cottage industries (businesses that operate from a residence). © 2017 Easy Analytic Software, Inc. (EASI®) All Rights Reserved, Alteryx, Inc. © 2017 Experian Information Solutions, Inc. All Rights Reserved, Alteryx, Inc. © 2017 Experian Marketing Solutions, Inc. All Rights Reserved, Alteryx, Inc.

STATEMENT OF CONFIDENTIALITY + CONDITIONS


This Offering Memorandum is confidential and is furnished to prospective purchasers of the Property described herein subject to the terms of the Confidentiality Agreement previously provided to and executed by such prospective purchasers. This Memorandum is intended solely to assist prospective purchasers in their evaluation of the Property and their consideration of whether to purchase the Property. It is not to be used for any other purpose or made available to any other person without the prior written consent of the Seller of the Property.

This Memorandum was prepared on the basis of information available to the Seller and to Cushman & Wakefield, Inc., the Seller's exclusive agent in connection with the sale of the Property. It contains pertinent information about the Property and the surrounding area but it does not contain all the information necessary for a complete evaluation of the Property. The projected cash flow and other financial information contained herein are for reference only.

Although the information contained in this Memorandum is believed to be accurate and reliable, neither the Seller nor its exclusive agent guarantees its accuracy or completeness. Because of the foregoing and because the Property will be sold on an "as is" basis, prospective purchasers should make their own independent assessments, investigations, and projections regarding the Property. Although additional material, which may include engineering, environmental, or other reports, may be provided to certain prospective purchasers as appropriate, such parties should confer with their own engineering and environmental experts, counsel, accountants and other advisors.

The Seller expressly reserves the right, in its sole discretion, to reject any offer to purchase the Property or to terminate any negotiations with any party at any time, with or without notice. The Seller shall have no legal commitment or obligation to any prospective purchaser unless and until a written Purchase and Sale Agreement has been fully executed and delivered and any and all conditions to the Seller's obligations thereunder have been fully satisfied or waived.

The Seller is responsible for any commission due its agent in connection with a sale of the Property. The Seller shall not be responsible for any commission claimed by any other agent or broker in connection with a sale of the Property. No other party, including the Seller's exclusive agent, is authorized to make any representation or agreement on behalf of the Seller. This Memorandum remains the property of the Seller and its exclusive agent and may be used only by parties approved by the Seller and its exclusive agent. No portion of this Memorandum may be copied or otherwise reproduced or disclosed to anyone except as provided herein and as permitted by the express terms of the Confidentiality Agreement.


37,600
CARS PER
DAY

S. CAMINO DE LA TIERRA

W. VALENCIA RD.



W. VALENCIA RD.





BLAKE TAGMYER

858 558 5670

blake.tagmyer@cushwake.com

License No. 01912759

KARI FISKE

858 334 4032

kari.fiske@cushwake.com

License No. 02064567

BRANDON PRICE

858 558 5673

brandon.price@cushwake.com

License No. 01822998

TARA HENDRICKS

858 558 5611

tara.hendricks@cushwake.com

License No. NA