

ABSOLUTE NNN LEASE
FEE SIMPLE 20 YEARS

Mobil[®]

MESA, ARIZONA

Mobil

**Kwik
CORNER**

Regular
Cash

3.49%

ACTUAL PROPERTY
Diesel #2
Cash

3.59%

EXCLUSIVELY OFFERED BY:

CHRIS HOLLENBECK

+1 602 224 4475 | AZ Lic #SA584876000
chris.hollenbeck@cushwake.com

SHANE CARTER

+1 602 224 4442 | AZ Lic #SA673156000
shane.carter@cushwake.com

NET LEASE INVESTMENTS



**CUSHMAN &
WAKEFIELD**

Private Capital Group

EXECUTIVE SUMMARY

INVESTMENT OVERVIEW

TENANT:	T&B Stores, LLC an Arizona LLC DBA Mobil Gas Station and Convenience Store
LOCATION:	2015 W University Dr. Mesa, AZ 85201
LEASE TYPE:	Absolute NNN Lease - Fee Simple No landlord responsibilities
APN:	135-46-117K
LAND SIZE:	±0.64 AC (±27,750 SF)
RENT COMMENCEMENT:	December 4, 2021
LEASE EXPIRATION:	December 26, 2041
OPTIONS:	Two (2) Five (5) Year Options
RENT ADJUSTMENT:	8% every 5 years including options

OFFERING TERMS

CURRENT NOI:	\$96,000
PRICE:	\$2,021,000
CAP:	4.75%

RENT SCHEDULE:

TERM	YEARS	LEASE DATE	MONTHLY RENT	ANNUAL RENT	% INCREASE	CAP RATE
Primary	1-5	12/4/2021-12/3/2026	\$8,000.00	\$96,000.00	N/A	4.75%
Primary	6-10	12/4/2026-12/3/2031	\$8,640.00	\$103,680.00	8%	5.13%
Primary	11-15	12/4/2031-12/3/2036	\$9,331.20	\$111,974.40	8%	5.54%
Primary	16-20	12/4/2036-12/26/2041	\$10,077.70	\$120,932.35	8%	5.98%
Option	21-25	12/27/2041-12/26/2046	\$10,883.91	\$130,606.94	8%	6.46%
Option	26-30	12/27/2046-12/26/2051	\$11,754.62	\$141,055.50	8%	6.98%

INVESTMENT HIGHLIGHTS

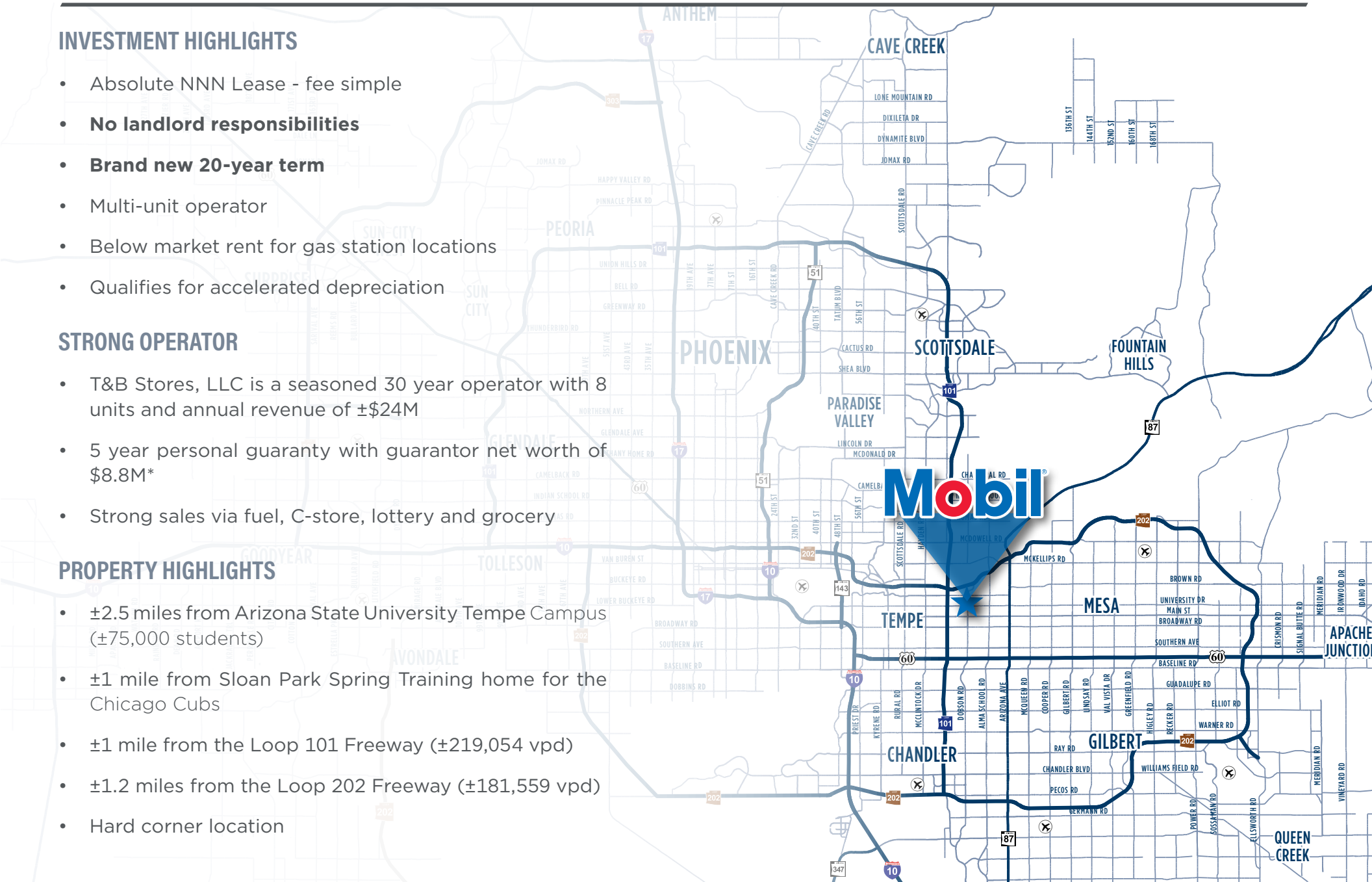
- Absolute NNN Lease - fee simple
- **No landlord responsibilities**
- **Brand new 20-year term**
- Multi-unit operator
- Below market rent for gas station locations
- Qualifies for accelerated depreciation

STRONG OPERATOR

- T&B Stores, LLC is a seasoned 30 year operator with 8 units and annual revenue of \pm \$24M
- 5 year personal guaranty with guarantor net worth of \$8.8M*
- Strong sales via fuel, C-store, lottery and grocery

PROPERTY HIGHLIGHTS

- \pm 2.5 miles from Arizona State University Tempe Campus (\pm 75,000 students)
- \pm 1 mile from Sloan Park Spring Training home for the Chicago Cubs
- \pm 1 mile from the Loop 101 Freeway (\pm 219,054 vpd)
- \pm 1.2 miles from the Loop 202 Freeway (\pm 181,559 vpd)
- Hard corner location





SURROUNDING RETAIL MAP

PROPERTY OVERVIEW





WAYPOINT
±586,000 SF
OFFICE SPACE

MESA
COUNTRY CLUB



**BROOKVIEW
APARTMENTS
±158 UNITS**



±17,102 VPF

±21,390 VPD

±21,424 VPD

±19,855 VPD

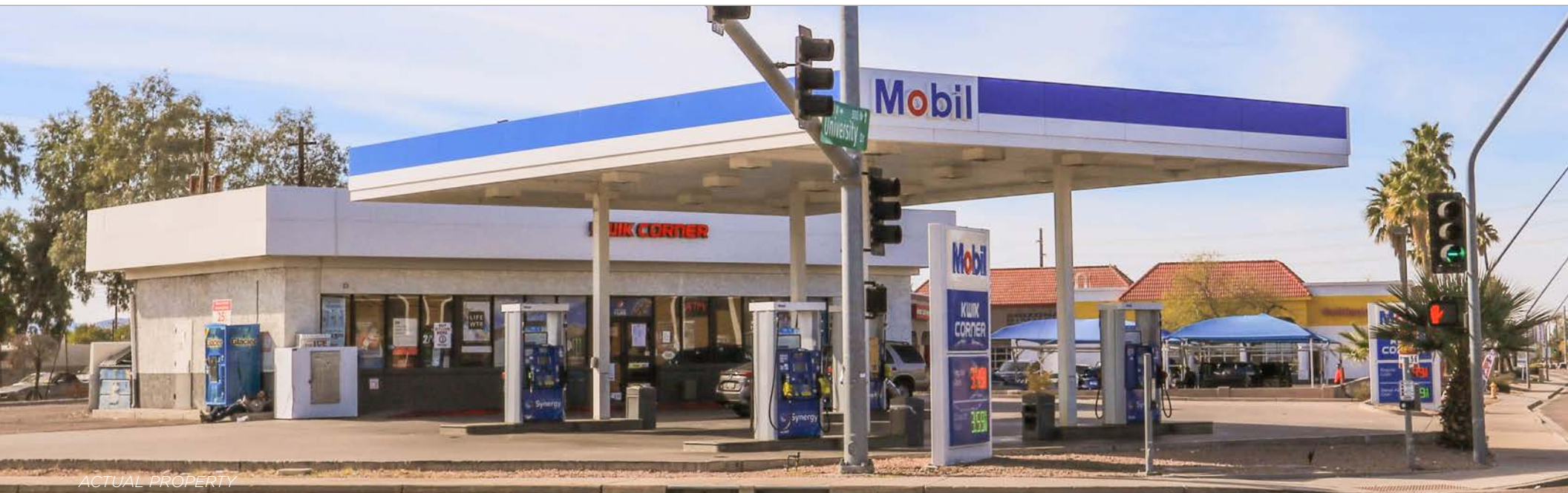
DOBSON ROAD



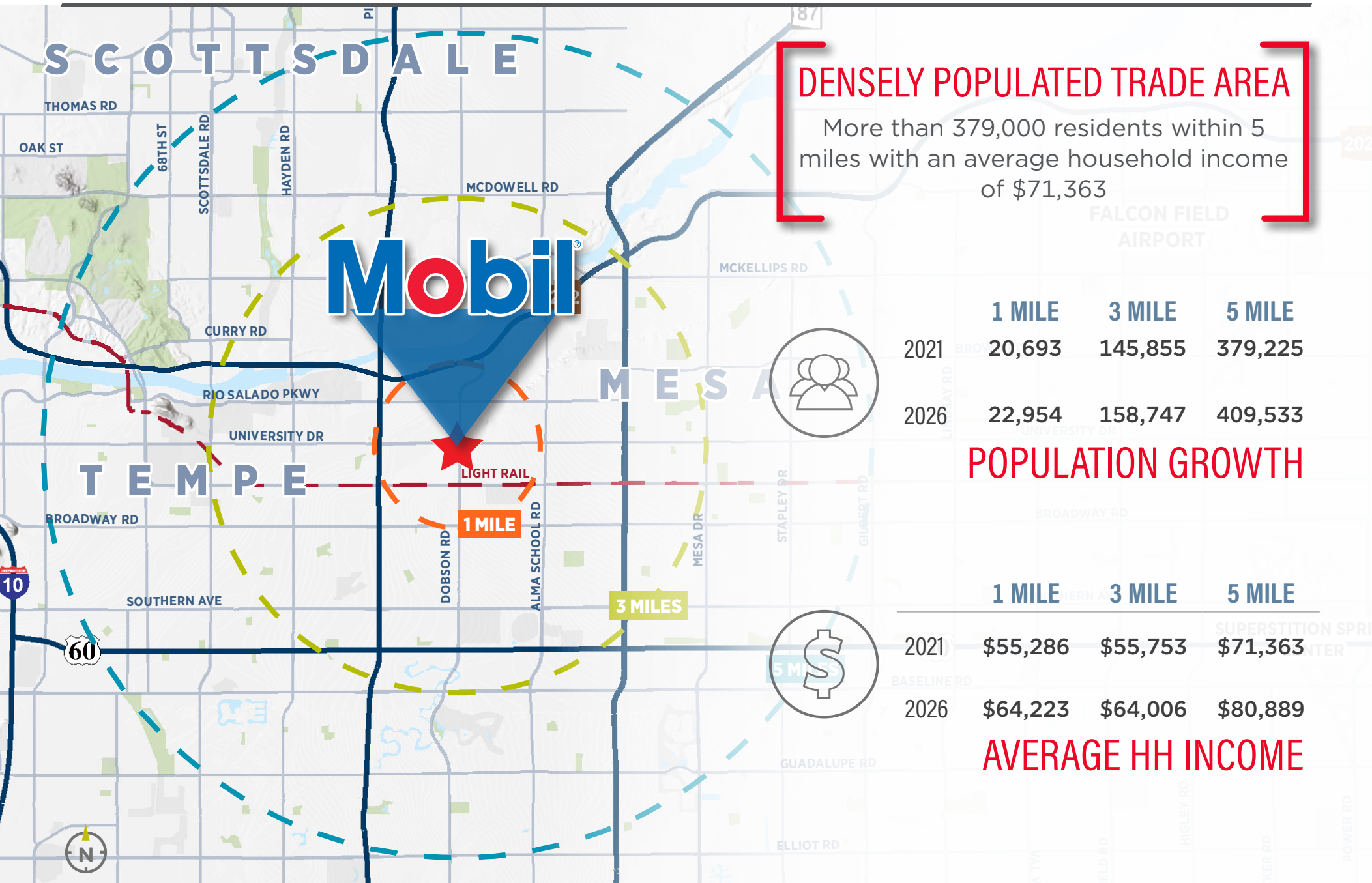




Mobil was founded in 1911, then known as the Standard Oil Company of New York. In 1920 the company was rebranded to Mobiloil which was simplified to the trade name, Mobil, in 1963. Mobil merged with Exxon, forming the parent company ExxonMobil in 1999. ExxonMobil's headquarters is in Spring, Texas and provides services and solutions worldwide. Today ExxonMobil is one of the largest publicly traded companies in the world with a Market CAP at currently \$145 billion. Mobil is one of the top gasoline brands in the United States with stations in Arizona, California, Florida, New York, New England, Oregon, Washington, the Great Lakes and the Midwest. As of 2020 Exxon and Mobil have over 11,000 branded service stations nationwide. The franchisee for this property (T&B Stores, LLC an Arizona LLC) is a seasoned 30 year operator with 8 locations and annual revenue of ±\$40M. The main owner of T&B Stores, LLC has a personal net worth of ±\$8.8M. There is also a personal guaranty for the first five years of the primary term. If the tenant defaults the 5 year personal guaranty resets.



ACTUAL PROPERTY



Population

Mesa is the third largest city in Arizona, after Phoenix and Tucson, and the 35th largest city in the U.S. Mesa is the central city of the East Valley of the Metro Phoenix area. It is bordered by Tempe on the west, the Salt River Pima-Maricopa Indian Community on the north, Chandler and Gilbert on the south and Apache Junction on the east.

Mesa stretches over 133 square miles and is larger than Miami, Minneapolis, Atlanta and St.Louis. Located in Maricopa County and just 15 miles east of Phoenix, Mesa is a community of over 511,334 residents. The average aged resident in the Mesa area is 36, with a median household income of \$56,835.

Employment

Mesa offers a competitive operating environment. Economic development priorities are guided by Mesa's targeted industries of opportunity: healthcare, education, aerospace/aviation, technology and tourism. Mesa has a diverse economy with multiple business districts including Downtown Mesa, Falcon District, Fiesta District, Superstition Freeway Corridor, Mesa Riverview and the Mesa Gateway area. All of Mesa's districts have the necessary infrastructure and attributes to help businesses succeed. Each also has a unique set of qualities that are especially suited for specific

industry segments and business needs.

The Mesa Gateway Area is home to a large number of international aerospace, defense, heavy industrial, manufacturing and technology companies as well as numerous educational institutions. The Mesa Gateway area hosts world-class players including Embraer, Cessna, Able Engineering, Nammo Talley and Orbital ATK. In the area you will also find ground-breaking technology companies such as the Arizona Center for Algae Technology and Innovation, the Cognitive Engineering Research Institute, Arizona Laboratories for Security & Defense Research (AZ Labs), Bridgestone Biorubber Process Research Center and the forthcoming Apple Global Command Center.

The Falcon District is home to a large cluster of world-class aerospace and defense companies on and surrounding Falcon Field Airport, as well as leading-edge, international players in the advanced manufacturing and business services sectors. The area boasts market leaders in aerospace, defense and aviation including The Boeing Company, MD Helicopters, Aeromarine, GECO Inc., Heliponents, Marsh Aviation and CAE Oxford.

The Superstition Freeway Corridor runs from the edge of Tempe in the west to the Superstition Mountains in the east. The corridor is anchored by the US-60. Many of the nation's largest insurance firms fill regional headquarters with the

tens of thousands of white-collar workers who live in the east valley. Thirty large manufacturing firms and six mining companies provide a skilled labor force for firms looking to build anything from aftermarket ATV parts to military satellites. Large employers include Santander, Trane, United Solutions, Esurance, Komatsu Mining and National General Insurance.

Education

Mesa is home to an impressive array of top-rated educational institutions and collaborative partnerships that focus on producing a workforce that is technologically prepared and possesses a strong work ethic. More than 40,000 students are enrolled in higher education in Mesa at schools including Arizona State University (ASU) Polytechnic, Chandler-Gilbert Community College, Mesa Community College, A.T. Still University, Northern Arizona University-Mesa, Upper Iowa University, Wilkes University and Benedictine University to name a few.

Mesa Public Schools is the largest school district in Arizona, and the 57th largest in the country. It is recognized nationally for its superb educational programs and student achievements in academics, sports, creative and performing arts as well technical and career training. The K-12 education system in



LOCATION & MARKET SUMMARY - MESA

AREA OVERVIEW

Mesa includes public, as well as a number of private and parochial school systems.

Considered a model for career and technical education by the U.S. Department of Education, the East Valley Institute of Technology (EVIT) provides students with hands-on, advanced skills and training in over 40 occupation-specific programs. EVIT is a public school district with two campuses that serve students from 10 East Valley school districts.

Lifestyle/Entertainment

Mesa is home to the largest arts and cultural complex in the Southwest. The national award-winning Mesa Arts Center, Mesa Amphitheater and the Mesa Convention Center, are all located in Mesa. Museums of note include the Arizona Museum of Youth, Mesa Historical Museum, Arizona Museum of Natural History and the Commemorative Air Force Museum. Archaeological sites include the Mesa Grande Ruins and the Park of the Canals. Mesa has three public libraries, is home to Symphony of the Southwest, Millennial Choirs and Orchestras, Southwest Shakespeare Company and many other theater and performing arts groups.

Mesa has dynamic athletic facilities including four recreation centers, eight specialty sports complexes, nine aquatics facilities, 20 tennis courts, 57 parks, 71 multi-purpose athletic fields and a myriad of sports throughout the city that cater the athletes young and old.

Since 1953 Mesa has been the spring training baseball home of the 2016 World Series

Champions, the Chicago Cubs. In 2014, the Cubs moved into the newly constructed Sloan Park, located within Riverview Park. The Oakland A's also call Mesa home, where they now play at HoHoKam Stadium, which for many years was the home of the Cubs.

Housing

Consistently ranked as a top city to live in, Mesa has quickly grown into a destination for individuals and families seeking both a high-quality and economical lifestyle

This area has many shopping centers (including Mesa Riverview), spring-training venues, golf courses and affordable neighborhoods – such as Dobson Ranch, the area’s biggest and most prominent community. In Southeast Mesa houses the newest neighborhoods, including two of Arizona’s most popular communities for new homes – Eastmark and Mulberry. Eastmark is one of the top 10 communities for sales in the U.S.

The number of units in the area is set to increase with the completion of San Villante (348-units) and San Piedra (346-units). The 143-unit Hampton East and the 118-unit Avilla Lehi Crossing are the most recent multifamily developments to be completed, adding more than 250 units throughout the Mesa area.



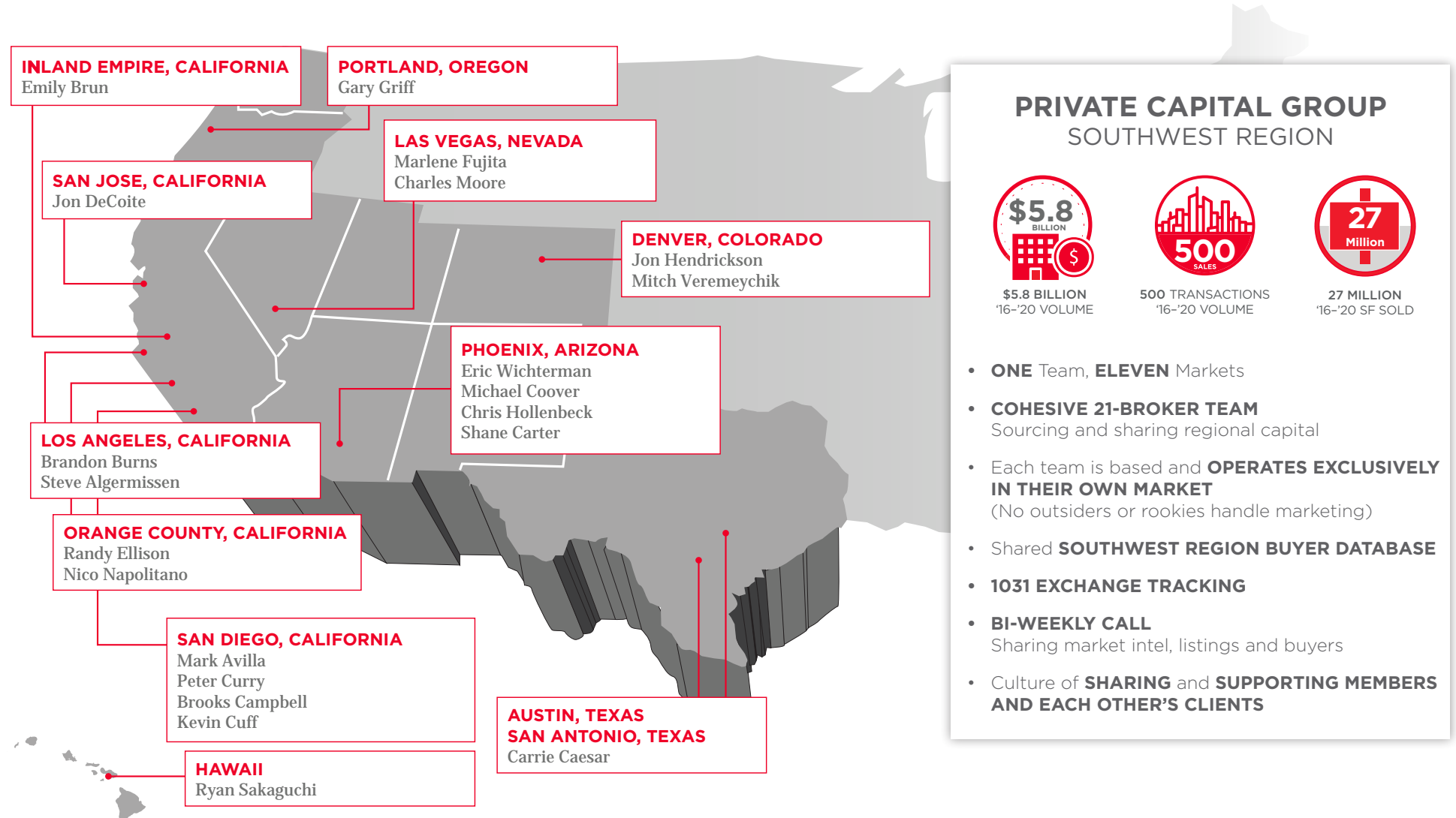
MAJOR MESA EMPLOYERS

Banner Health	Santander Consumer Usa
The Boeing Company	Dexcom
Drivetime Automotive Group Inc	Steward Health Care
24-7 Intouch	Maricopa County Community College
AT&T	Empire Southwest LLC

Sources: Moody's Analytics; The Cromford Report; U.S. Census Bureau Census 2010 – ESRI Forecasts; 2019 MAG Employer Database; 2019 ARMLS and FBS; DMCA; Costar; 2016 Arizona Department of Education; Arizona State University – Degree Facts; Gilbert Public Schools; Chandler-Gilbert Community College; Golf Academy of America Chandler; Mesa Community College Graduation and Transfer Report; GPEC; Choose Mesa; City of Mesa; justjarl.com; downtownmesa.com; mesaaz.gov; businessinsider.com; integrityallstars; greenhomepest.com

PRIVATE CAPITAL GROUP, SOUTHWEST REGION

ONE Team, ELEVEN Markets



ABSOLUTE NNN LEASE
FEE SIMPLE 20 YEARS

Mobil[®]
MESA, ARIZONA



**CUSHMAN &
WAKEFIELD**

Private Capital Group

NET LEASE INVESTMENTS



EXCLUSIVELY OFFERED BY:

CHRIS HOLLENBECK

+1 602 224 4475 | AZ Lic #SA584876000
chris.hollenbeck@cushwake.com

SHANE CARTER

+1 602 224 4442 | AZ Lic #SA673156000
shane.carter@cushwake.com

ACTUAL PROPERTY

CONFIDENTIALITY & DISCLAIMER

©2022 Cushman & Wakefield. All rights reserved. The information contained in this communication is strictly confidential. This information has been obtained from sources believed to be reliable but has not been verified. No warranty or representation, express or implied, is made as to the condition of the property (or properties) referenced herein or as to the accuracy or completeness of the information contained herein, and same is submitted subject to errors, omissions, change of price, rental or other conditions, withdrawal without notice, and to any special listing conditions imposed by the property owner(s). Any projections, opinions or estimates are subject to uncertainty and do not signify current or future property performance.