# AAMCO

SEC MILLER ROAD & SOUTHERN AVENUE, BUCKEYE, ARIZONA



OFFERING MEMORANDUM

Marcus & Millichap



The information in this package 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, Inc. © 2022 Marcus Millichap



## Executive Summary

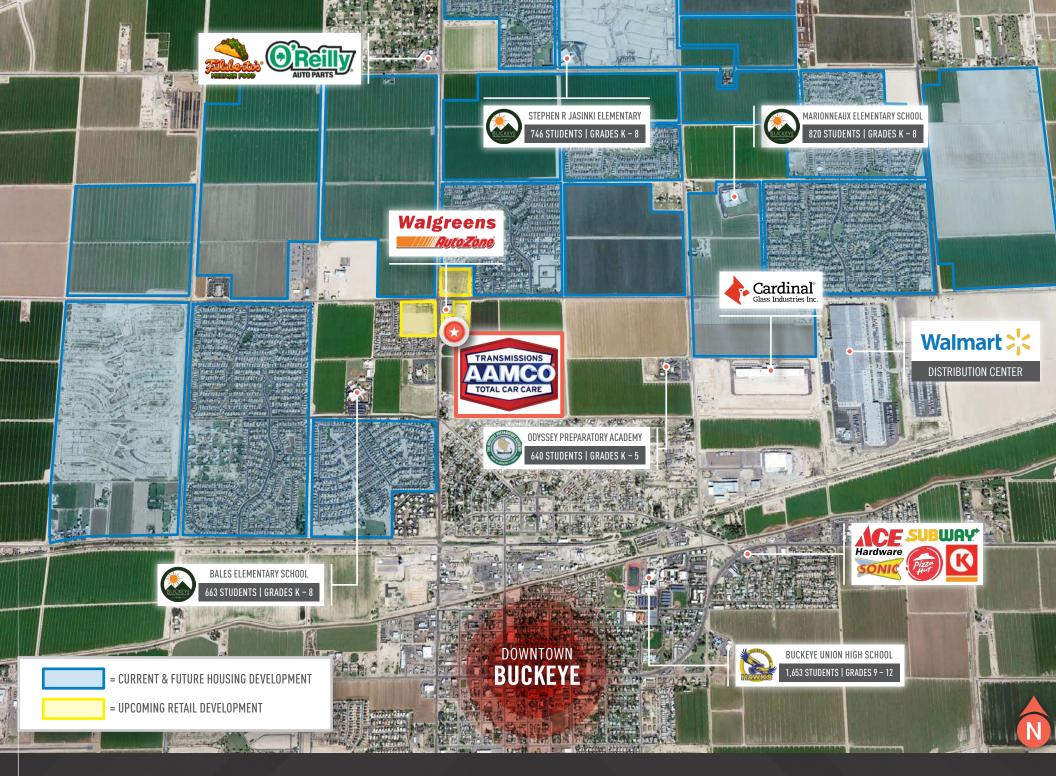
SEC Miller Road & Southern Avenue, Buckeye, AZ 85326

FINANCIAL SUMMARY	
Price	\$3,367,000
Cap Rate	4.90%
Est. Building Size	4,411 SF
Net Cash Flow	4.90% \$165,000
Year Built	2022
Lot Size	.71 Acres
LEASE SUMMARY	
Lease Type	Absolute Triple-Net (NNN) Lease
Tenant	Wayne C. Martella
Guarantor	Personal (Wayne C. Martella)
Roof & Structure	Tenant Responsible
Est. Rent Commencement Date	August 1, 2022
Est. Lease Expiration Date	July 31, 2037
Lease Term	15 Years
Rental Increases	10% Increases Every 5 Years
Renewal Options	2, 5 Year Options
Right of First Refusal	None

### ANNUALIZED OPERATING DATA

Lease Years	Annual Rent	Cap Rate
8/1/2022 - 7/31/2027	\$165,000.00	4.90%
8/1/2027 - 7/31/2032	\$181,500.00	5.39%
8/1/2032 - 7/31/2037	\$199,650.00	5.93%
Options	Annual Rent	Cap Rate
Option 1	\$219,615.00	6.52%
Option 2	\$241,576.50	7.17%
Base Rent		\$165,000
Net Operating Income		\$165,000
Total Return		4.90% \$165,000







## Property Description



### \* \*) \* INVESTMENT HIGHLIGHTS

- » Brand New 15-Year Absolute Triple-Net (NNN) Lease with Multi-Unit Franchisee
- » 10 Percent Rental Increases Every Five Years
- » 47,719 Residents within a Five-Mile Radius in a Rapidly Growing Trade Area -

Households and Population Projected to Increase 16%+ in Immediate Area by 2026

- » New High-Quality 2022 Construction
- $\,$  » Excellent Visibility Along Miller Road with Nearly 41,000 Cars/Day at the Intersection
  - of Miller Road and West Southern Avenue
- » Adjacent to National Retailers (AutoZone Auto Parts & Walgreens) and Surrounded by
  - Planned Retail and Residential Development
- » Average Household Income Exceeds \$82,000 within a Five-Mile Radius
- » Situated in Immediate Proximity to I-10 (62,750 Cars/Day) via Miller Road and Phoenix

Bypass Route 85 (20,000 Cars/Day) via West Southern Avenue

» Located in the Phoenix MSA, 37 Miles from Phoenix Sky Harbor International Airport

DEMOGRAPHICS	1-mile	3-miles	5-miles
Population			
2026 Projection	10,124	31,619	53,979
2021 Estimate	8,727	27,984	47,719
Growth 2021 – 2026	16.01%	12.99%	13.12%
Households			
2026 Projection	3,191	9,908	16,566
2021 Estimate	2,731	8,754	14,678
Growth 2021 – 2026	16.85%	13.19%	12.86%
Income			
2021 Est. Average Household Income	\$71,919	\$76,198	\$82,950
2021 Est. Median Household Income	\$63,306	\$64,890	\$68,585
2021 Est. Per Capita Income	\$22,506	\$23,843	\$25,519



## **Tenant Overview**





American Automobile Association
Company

From transmissions to tune-ups and for everything in between, people who know go to AAMCO. That's because for more than 50 years AAMCO has built a legacy of trust and expertise. Their locally owned and independent service centers employ the latest technology and the expert technicians who will diagnose a repair, fix it right the first time, and back it with a nationwide warranty. That's why AAMCO has become one of the most trusted name in transmissions and is one of the fastest growing names in total car care.

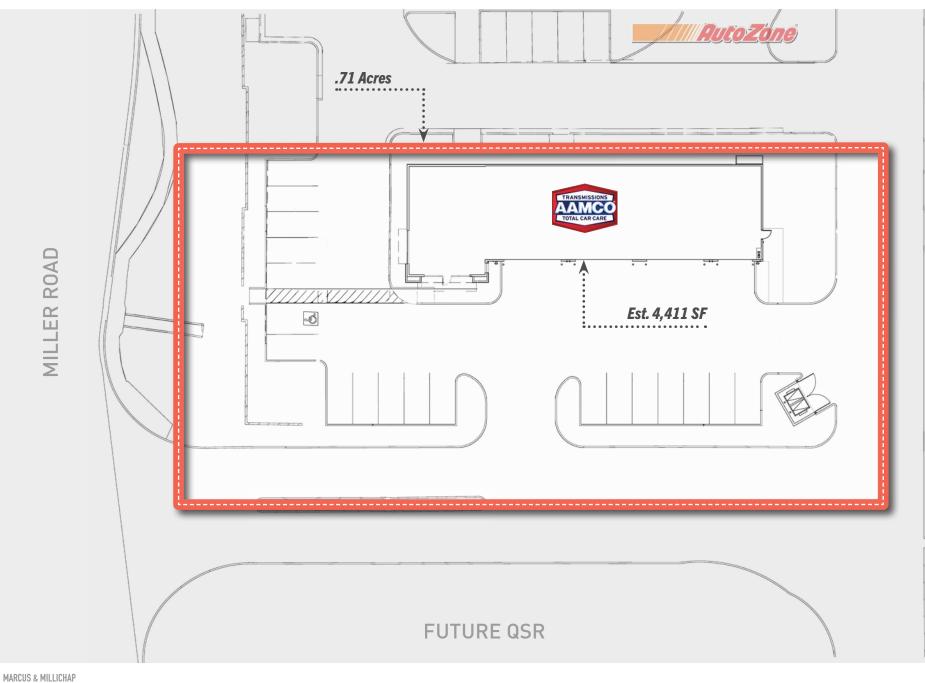
The AAMCO brand has over 600 automotive centers throughout the United States and Canada and has served more than 35 million drivers since 1962.

Private Non-Profit	Heathrow, Florida	www.aaa.com
Company Type	Headquarters	Website

### **GUARANTOR: WAYNE C. MARTELLA**

The Tenant, Wayne Martella, has been in business for 40 years. He is a 6 unit Franchisee of AAMCO. His first location was in Mesa, AZ, which is where his flagship AAMCO store is currently located. Wayne originally started as a manager at age 21 and quickly became a franchisee owner at the age of 26, which at the time was the youngest owner in the franchise chain. He was the 1st franchisee in the Nation for AAMCO to gross \$1M in sales in 1989. Wayne is the Chairman for AAMCO Arizona and also Chairman of NADA Operations Committee and Board member for NADA National Creative Committee.

Site Plan



# Construction Photos





Buckeye is 30 miles west of Phoenix, located at the edge of the metro area and south of White Tank Mountain Regional Park. Founded in 1888, the city was originally named "Sidney." In 1910, the name was changed to "Buckeye" and the city boomed as a result of the introduction of the railroad. Today, Buckeye is one of the fastest growing cities in the state and has become an important center in Arizona for industry, business, and commerce.

Buckeye's key industries include logistics, distribution, and manufacturing. Existing business include Cardinal IG, Wal-Mart/Sam's Club Distribution Center, Wal-Mart Transportation and Logistics, Clayton Homes, and Fertizona. The city benefits from its direct access to major freeways and its location along the CANAMEX Corridor. An abundant workforce, exceptional quality of life and easy access to key interstate and highway corridors have made Buckeye a highly sought-after retail destination. As the Western Gateway into and out of Greater Phoenix, Buckeye affords existing and new-to-market retailers an unparalleled opportunity to be at the forefront of growth.

One of the major draws of Buckeye is Verrado, a master-planned community and the largest suburban community in Metropolitan Phoenix in which the concept of New Urbanism was utilized. New Urbanism is an urban design movement which promotes environmentally friendly habits by creating walkable neighborhoods with a wide range of housing and job types. Verrado's neighborhoods are known for beautiful homes, tree-lined streets, ample front porches, and friendly residents. Verrado features a walkable Main Street district with shops and restaurants.

# [ exclusively listed by ]

Mark J. Ruble Executive Managing Director 602 687 6766 mruble@marcusmillichap.com Chris N. Lind Senior Vice President 602 687 6780 chris.lind@marcusmillichap.com

Offices Nationwide www.marcusmillichap.com

#### NET LEASED DISCLAIMER

Marcus & Millichap hereby advises all prospective purchasers of Net Leased property as follows:

By accepting this Marketing Brochure, you agree to treat the information contained herein regarding the lease terms as confidential and proprietary and to only use such information to evaluate a potential purchase of this net leased property.

The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable. However, Marcus & Millichap has not and will not verify any of this information, nor has Marcus & Millichap conducted any investigation regarding these matters. Marcus & Millichap makes no guarantee, warranty or representation whatsoever about the accuracy or completeness of any information provided.

As the Buyer of a net leased property, it is the Buyer's responsibility to independently confirm the accuracy and completeness of all material information before completing any purchase. This Marketing Brochure is not a substitute for your thorough due diligence investigation of this investment opportunity. Marcus & Millichap expressly denies any obligation to conduct a due diligence examination of this Property for Buyer.

Any projections, opinions, assumptions or estimates used in this Marketing Brochure are for example only and do not represent the current or future performance of this property. The value of a net leased property to you depends on factors that should be evaluated by you and your tax, financial and legal advisors.

Buyer and Buyer's tax, financial, legal, and construction advisors should conduct a careful, independent investigation of any net leased property to determine to your satisfaction with the suitability of the property for your needs. Like all real estate investments, this investment carries significant risks. Buyer and Buyer's legal and financial advisors must request and carefully review all legal and financial documents related to the property and tenant. While the tenant's past performance at this or other locations is an important consideration, it is not a guarantee of future success. Similarly, the lease rate for some properties, including newly-constructed facilities or newly-acquired locations, may be set based on a tenant's projected sales with little or no record of actual performance, or comparable rents for the area. Returns are not guaranteed; the tenant and any guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental or other conditions. Regardless of tenant history and lease guarantees, Buyer is responsible for conducting his her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property, and the lease terms that Buyer may be able to negotiate with a potential replacement tenant considering the location of the property, and Buyer's legal ability to make alternate use of the property.

#### CONFIDENTIALITY AGREEMENT

The information contained in the following offering memorandum is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Marcus & Millichap and it should not be made available to any other person or

entity without the written consent of Marcus & Millichap. By taking possession of and reviewing the information contained herein the recipient agrees to hold and treat all such information in the strictest confidence. The recipient further agrees that recipient will not photocopy or duplicate any part of the offering memorandum. If you have no interest in the subject property at this time, please return this offering memorandum to Marcus & Millichap.

This offering memorandum has been prepared to provide summary, unverified financial and physical information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Marcus & Millichap has not made any investigation, and makes no warranty or representation with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCBs or asbestos, the compliance with local, state and federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this offering memorandum 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. All potential buyers must take appropriate measures to verify all of the information set forth herein. Prospective buyers shall be responsible for their costs and expenses of investigating the subject property.

ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY. PLEASE CONTACT THE MARCUS & MILLICHAP AGENT FOR MORE DETAILS.

#### SPECIAL COVID-19 NOTICE

All potential buyers are strongly advised to take advantage of their opportunities and obligations to conduct thorough due diligence and seek expert opinions as they may deem necessary, especially given the unpredictable changes resulting from the continuing COVID-19 pandemic. Marcus & Millichap has not been retained to perform, and cannot conduct, due diligence on behalf of any prospective purchaser. Marcus & Millichap's principal expertise is in marketing investment properties and acting as intermediaries between buyers and sellers. Marcus & Millichap and its investment professionals cannot and will not act as lawyers, accountants, contractors, or engineers. All potential buyers are admonished and advised to engage other professionals on legal issues, tax, regulatory, financial, and accounting matters, and for questions involving the property's physical condition or financial outlook. Projections and pro forma financial statements are not guarantees and, given the potential volatility created by COVID-19, all potential buyers should be comfortable with and rely solely on their own projections, analyses, and decision-making.

