

# Arby's

LAS CRUCES, NM

BERKELEY  
CAPITAL ADVISORS



IN COOPERATION WITH WILLIAM SHATTUCK  
& NAI 1ST VALLEY REALTY: NEW MEXICO  
RE LICENSE NO.: 18460



# Contacts

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**CALVIN SHORT***Partner*

949.506.2009

short@berkeleycap.com

**JAKE REDFEARN***NAI 1st Valley*

575.521.1535

jake@1stvalley.com

**MATT COATES***Senior Account Manager*

949.506.2654

coates@berkeleycap.com

**GARY CHOU***Partner*

949.506.2012

chou@berkeleycap.com

**BERKELEY**  
CAPITAL ADVISORS

**ORANGE COUNTY | CA**

19800 MacArthur Blvd., Suite 850  
Irvine, CA 92612  
949.506.2500

**CHARLOTTE | NC**

1228 East Morehead St., Suite 200  
Charlotte, NC 28204  
704.379.1980

**NASHVILLE | TN**

10 Burton Hills Blvd., Suite 220  
Nashville, TN 37215  
615.727.8818

**ASHEVILLE | NC**

1 Page Ave., Suite 202  
Asheville, NC 28801  
704.714.2365

**RICHMOND | VA**

1309 West Main St.  
Richmond, VA 23220  
804.239.7890

**CHARLESTON | SC**

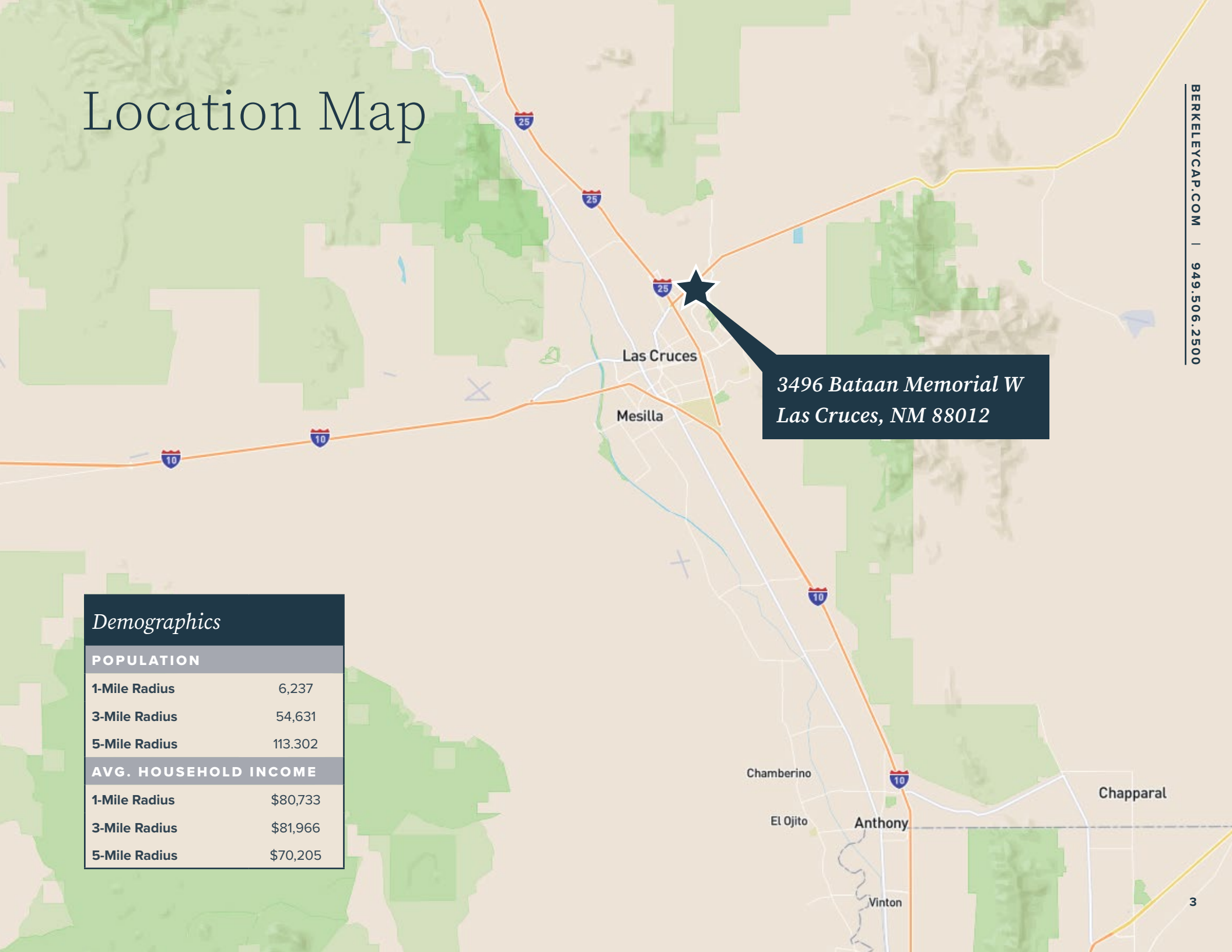
1049 Morrison Dr., Suite 201  
Charleston, SC 29412  
704.943.3159

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# Location Map



*3496 Bataan Memorial W  
Las Cruces, NM 88012*

## Demographics

### POPULATION

1-Mile Radius	6,237
3-Mile Radius	54,631
5-Mile Radius	113,302

### AVG. HOUSEHOLD INCOME

1-Mile Radius	\$80,733
3-Mile Radius	\$81,966
5-Mile Radius	\$70,205

# Investment Overview

## PROPERTY

*Arby's*

## ADDRESS

*3496 Bataan Memorial W  
Las Cruces, NM 88012*

## GUARANTOR

Personal (Speak with Agent for Details)

## RENT COMMENCEMENT

August 1, 2021

## LEASE EXPIRATION

July 31, 2043

## ORIGINAL LEASE TERM

25 Years

## LEASE TERM REMAINING

±23 Years

## OPTIONS REMAINING

Four, 5-Year

## LEASE TYPE

NNN

## LANDLORD RESPONSIBILITIES

None

## NOI

\$126,028

## RENT INCREASES

10% Every 5 Years

## RIGHT OF FIRST REFUSAL

Yes - 10 Business Days

## PROPERTY DETAILS

**±2,522**  
*Square Feet*

**±0.69**  
*Acres*

**2021**  
*Year Built*

**26**  
*Parking Spaces*

*Note: All lease provisions to be independently verified by Buyer during the Due Diligence Period.  
The information contained herein has been obtained from sources we deem reliable.*

# \$2,401,000

*Asking Price (5.25% Cap Rate)*

## RENT SCHEDULE

LEASE YEAR	MONTHLY RENT	ANNUAL RENT	RENT INCREASES	CAP RATE
Years 1-5	<b>\$10,502.32</b>	<b>\$126,028</b>	-	<b>5.25%</b>
Years 6-10	\$11,552.55	\$138,631	10%	5.77%
Years 11-15	\$12,707.81	\$152,494	10%	6.35%
Years 16-20	\$13,978.59	\$167,743	10%	6.99%
Years 21-25	\$15,376.45	\$184,517	10%	7.69%
Option 1	\$16,914.09	\$202,969	10%	8.45%
Option 2	\$18,605.50	\$223,266	10%	9.30%
Option 3	\$20,466.05	\$245,593	10%	10.23%
Option 4	\$22,512.66	\$270,152	10%	11.25%



# Property Highlights

## PROPERTY HIGHLIGHTS

- Rare, 25-year initial term |  $\pm 23$  years remaining on the base term | Nearly \$3.6MM income with a blended CAP of 6.51% over the remaining base term, assuming purchase at List Price
- Passive investment | Absolute NNN lease | Zero Landlord responsibilities
- Recent, large capital contribution | The Landlord contributed over \$1MM for the tenant's build-out of the building
- Site is outparceled to the local Walmart Supercenter and is adjacent to a new Dutch Bros Coffee and Take 5 Oil Change
- Site is located at the center point of the two largest master-planned communities in Las Cruces - Sonoma Ranch Golf Course Community & Metro Verde Golf Course Development
- 10% rent increases every 5 years throughout the base term and options | Strong hedge against inflation
- Excellent access and visibility from US Highway 70 which boasts nearly 55,000 VPD
- Just over 1.5 miles from I-25 (41,500 VPD) and a strong retail corridor with tenants such as Sam's Club, Lowe's, Kohl's, Ashley Store, among others
- Less than 1 mile from Doña Community College |  $\pm 7,900$  students
- Less than 2.5 miles from Organ Mountain High School | 1,874 students
- Arby's is one of the largest quick-service restaurant chains in the world with over 3,400 locations across eight countries and was ranked #3 on QSR Magazine's Sandwich Segment and #17 on the Top 50 QSR segment in 2021

## DEMOGRAPHIC SNAPSHOT

113,302

2022 POPULATION WITHIN  
FIVE MILES

\$81,966

2022 AVERAGE HOUSEHOLD  
INCOME WITHIN THREE MILES







Doña Ana  
Community College  
7,876 students

Walmart  
Neighborhood Market

MountainView Regional  
Medical Center  
168 beds

Camino Real  
Middle School  
1,001 students

SONOMA RANCH BLVD - 14,000 VPD

Walmart  
Supercenter



cricket  
wireless



SUPERCUTS  
GNC



New Mexico  
Pain Center

MURPHY  
EXPRESS

Walgreens

NORTHRISE DR - 16,800 VPD

MountainView Urgent  
Care at Northrise

Mister



RINCONADA BLVD - 10,250 VPD

DUTCH BROS



Arby's

BATAAN MEMORIAL E





Memorial Urgent  
Care Sonoma

Organ Mountain  
High School  
1,808 students

Highland  
Elementary  
743 students

Sonoma  
Elementary  
685 students

SONOMA RANCH BLVD - 14,000 VPD

BATAAN MEMORIAL W  
BATAAN MEMORIAL E  
US HWY 70 - 54,850 VPD



NORTHRISE DR - 16,800 VPD

New Mexico  
Pain Center





Three Crosses  
Regional Hospital  
46 beds



25 I-25 - 41,450 VPD



MountainView Urgent  
Care at Northrise



RINCONADA BLVD - 10,250 VPD

New Mexico  
Pain Center



NORTHRISE DR - 16,800 VPD



BATAAN MEMORIAL E

US HWY 70 - 54,850 VPD  
BATAAN MEMORIAL W



# Additional Property Photos





# Additional Property Photos





# Tenant Overview



Arby's purpose is Inspiring Smiles Through Delicious Experiences through their fast-casual chain restaurants. Offering a variety of high quality proteins and innovative, crave-able sides ranging from Curly Fries to Jamocha shakes, Arby's restaurants feature a blend of quick-serve speed combined with quality made-for-you care.

Headquartered in Atlanta, GA, Arby's Restaurant Group, Inc. is the franchisor of the Arby's brand. Spanning across the U.S., Arby's also has locations in Canada, Egypt, Kuwait, Qatar, South Korea, Turkey, and the United Arab Emirates.

**\$4.46B**  
*System Sales (2021)*

**3,400+**  
*Total U.S. Locations*

**#3**  
*QSR Magazine's  
Sandwich Segment*

**1964**  
*Year Founded*





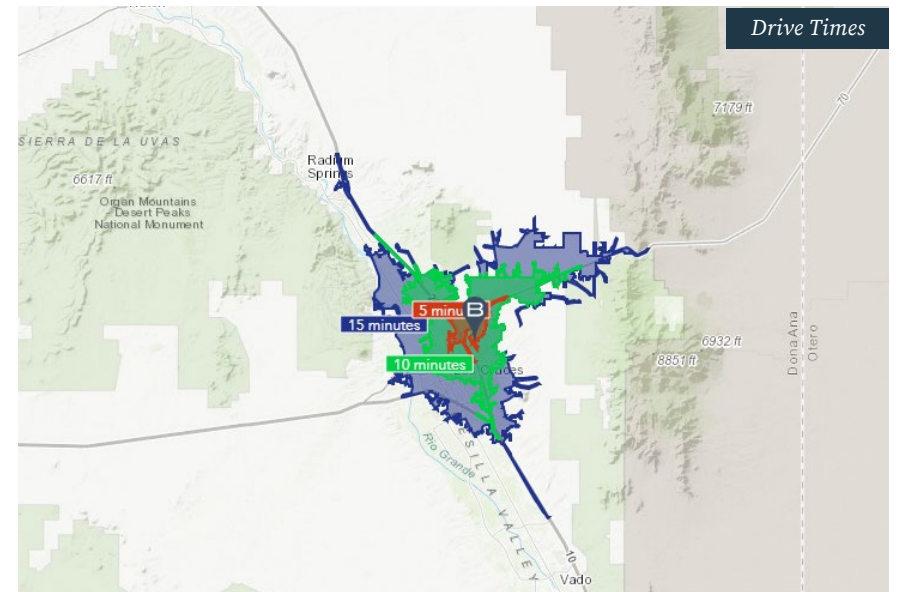
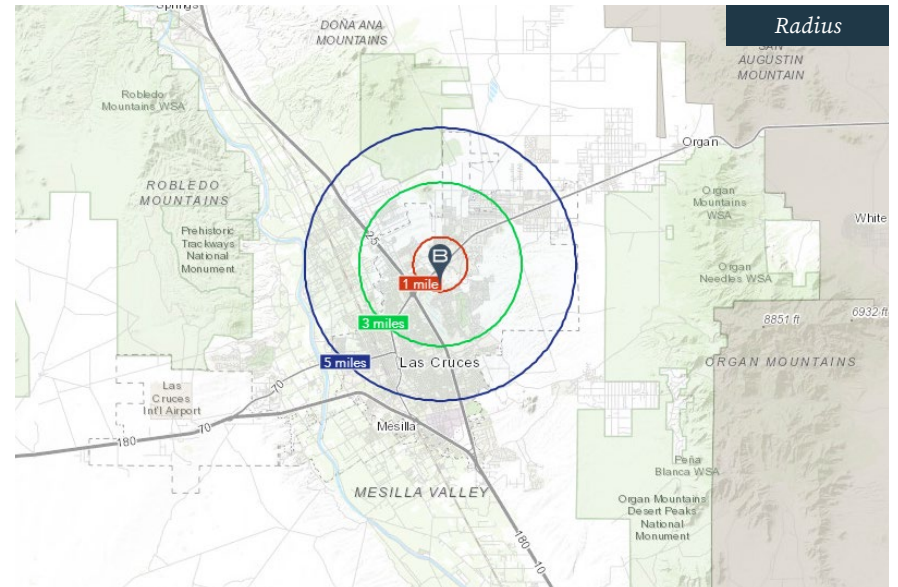
# Demographics

## Radius

POPULATION	1-MILE	3-MILE	5-MILE
2027 Projection	6,411	55,367	115,353
2022 Population	6,237	54,361	113,302
2020 Census	6,098	53,324	111,562
2010 Census	4,870	42,968	99,455
2022-2027 Annual Rate	0.55%	0.37%	0.36%
2020-2022 Annual Rate	1.01%	0.86%	0.69%
2010-2020 Annual Rate	2.27%	2.18%	1.16%
HOUSEHOLDS			
2027 Total Households	2,789	21,968	46,811
2022 Total Households	2,691	21,403	45,651
2020 Households	2,623	20,948	44,786
2010 Households	2,063	16,800	39,186
2022-2027 Annual Rate	0.72%	0.52%	0.50%
2020-2022 Annual Rate	1.14%	0.96%	0.85%
2010-2020 Annual Rate	2.43%	2.23%	1.34%
<b>2021 AVG. HH INCOME</b>	<b>\$80,733</b>	<b>\$81,966</b>	<b>\$70,205</b>

## Drive Times

POPULATION	5-MINUTE	10-MINUTE	15-MINUTE
2027 Projection	10,249	90,206	143,595
2022 Population	10,041	88,793	140,943
2020 Census	9,845	87,509	138,526
2010 Census	7,889	77,548	128,532
2022-2027 Annual Rate	0.41%	0.32%	0.37%
2020-2022 Annual Rate	0.88%	0.65%	0.77%
2010-2020 Annual Rate	2.24%	1.22%	0.75%
HOUSEHOLDS			
2027 Total Households	4,457	36,641	57,373
2022 Total Households	4,332	35,784	55,875
2020 Households	4,236	35,163	54,800
2010 Households	3,380	30,534	49,790
2022-2027 Annual Rate	0.57%	0.47%	0.53%
2020-2022 Annual Rate	1.00%	0.78%	0.87%
2010-2020 Annual Rate	2.28%	1.42%	0.96%
<b>2021 AVG. HH INCOME</b>	<b>\$80,734</b>	<b>\$71,577</b>	<b>\$68,134</b>





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This package is based in part upon information supplied by the Seller and in part upon information obtained by BCA from sources believed to be reliable. All income, expense and/or investment projections contained herein are provided for general reference purposes only, in that they are based on assumptions relating to the general economy, competition and other factors beyond the control of BCA and the Seller, and all such projections are therefore subject to variation. This package shall not be deemed an indication of the state of affairs of the subject property, nor constitute an indication that there has been no change in the business or affairs of the subject property since the date of preparation of this package.

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## AGENT'S DUTIES

When you contract with a real estate firm to act as your agent in a real estate transaction, the agent must help you obtain the best price and terms possible, whether you are the buyer or seller. The agent also owes you the duty to:

- Safeguard and account for any money handled for you
- Act with reasonable skill, care and diligence
- Be loyal and follow reasonable and lawful instructions
- Disclose to you any information which might influence your decision to buy or sell

Even if the agent does not represent you, the agent must still be fair and honest and disclose to you all "material facts" which the agent knows or reasonably should know. A fact is "material" if it relates to defects or other conditions affecting the property, or if it may influence your decision to buy or sell. This does not require a seller's agent to disclose to the buyer the minimum amount the seller will accept, nor does it require

## AGENTS WORKING WITH SELLERS

A seller can enter into a "listing agreement" with a real estate firm authorizing the firm and its agent(s) to represent the seller in finding a buyer for his property. The listing agreement should state what the seller will pay the firm no matter who finds the buyer.

The listing firm may belong to a listing service to expose the seller's property to other agents who are members of the service. Some of those agents may be working with buyers as buyers' agents; others will be working with buyers but still representing the sellers' interests as an agent or "subagent". When the buyer's agents and seller's subagents desire to share in the commission the seller pays to the listing firm, the listing agent may share the commission with the seller's permission.

## AGENTS WORKING WITH BUYERS

A buyer may contract with an agent or firm to represent him (as a buyer's agent), or may work with an agent or firm that represents the seller (as a seller's agent or subagent). All parties in the transaction should find out at the beginning who the agent working with the buyer represents.

If a buyer wants a buyer's agent to represent him in purchasing a property, the buyer should enter into a "buyer agency agreement" with the agent. The buyer agency agreement should state how the buyer's agent will be paid. Unless some other arrangement is made which is satisfactory to the parties, the buyer's agent will be paid by the buyer. Many buyer agency agreements will also obligate the buyer to pay the buyer's agent no matter who finds the property that the buyer purchases.

A buyer may decide to work with a firm that is acting as agent for the seller (a seller's agent or subagent). If a buyer does not enter into a buyer agency agreement with the firm that shows him properties, that firm and its agents will show the buyer properties as an agent or subagent working on the seller's behalf. Such a firm represents the seller (not the buyer) and must disclose that fact to the buyer.

The terms and conditions stated in this Confidentiality & Disclaimer section apply and relate to all of the sections of this package as if stated independently therein. Prospective purchasers of the subject property are hereby notified that Berkeley Capital Advisors, and its agents, are acting in the capacity of a "Seller's Agent" during the course of this offering, and as such are solely representing the interests of the Seller

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WITH REAL ESTATE AGENTS BROCHURE**



# BERKELEY

CAPITAL ADVISORS

## CALVIN SHORT

*Partner*

949.506.2009

short@berkeleycap.com

## JAKE REDFEARN

*NAI 1st Valley*

575.521.1535

jake@1stvalley.com

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