## Absolute NNN Lease Opportunity



17032 NORTH 99TH AVENUE SUN CITY, AZ (PHOENIX MSA)





# INVESTMENT CONTACTS

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## Remodeled to Arby's Latest Prototype Design in 2016



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The Owner expressly reserved the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property, and/or to terminate discussions with any entity at any time with or without notice which may arise as a result of review of this Memorandum. The Owner shall have no legal commitment or obligation to any entity reviewing this Memorandum or making an offer to purchase the Property unless and until written agreement(s) for the purchase of the Property have been fully executed, delivered and approved by the Owner and any conditions to the Owner's obligations therein have been satisfied or waived.

By receipt of this Memorandum, you agree that this Memorandum and its contents are of a confidential nature, that you will hold and treat it in the strictest confidence and that you will not disclose this Memorandum or any of its contents to any other entity without the prior written authorization of the Owner or CBRE, Inc. You also agree that you will not use this Memorandum or any of its contents in any manner detrimental to the interest of the Owner or CBRE, Inc.

If after reviewing this Memorandum, you have no further interest in purchasing the Property, kindly return this Memorandum to CBRE, Inc.

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## TABLE OF CONTENTS

EXECUTIVE SUMMARY	6
PROPERTY OVERVIEW	7
INVESTMENT HIGHLIGHTS A MOVES	8
PROPOSED LEASE TERMS	11
TENANT & BRAND OVERVIEWS	
SUN CITY, AZ & PHOENIX MSA OVERVIEWS	









## ABSOLUTE NNN LEASE OPPORTUNITY IN SUN CITY, ARIZONA

CBRE is pleased to exclusively offer for sale the 3,105-square-foot freestanding Arby's situated on 0.77 acres in Sun City, Arizona—a northwestern component of the Phoenix metro area (MSA Population: 5.0M). Arby's absolute NNN lease features ±13.0 years of primary term remaining with 7.5% rent increases every 5 years throughout the term. Built in 1986 and remodeled to the latest prototype design in 2016, Arby's has operated at the site for 37 years, demonstrating tenant's long-term commitment to the location.

Situated roughly 17 miles northwest of downtown Phoenix, the property is positioned along North 99th Avenue (17,601 VPD), where it is feet from its signalized intersection with West Bell Road (48,355 VPD) and 2 miles west of AZ-101 (97,728 VPD). Arby's benefits from its position as an outparcel to the 85,983-square-foot Sun Shadow Square Plaza, which is home to Ace Hardware, Chase Bank, Wells Fargo Bank, Big O Tires, H&R Block, McDonald's, Subway and Pizza Hut, among others. Additional retailers in the immediate area include Safeway, Albertsons, Dollar Tree, Bank of America, CVS, Whataburger, Starbucks, Circle K and nearly 20 car dealerships for brands like Mercedes-Benz, Audi, Lexus, Volkswagen, Honda, Subaru, GMC, Chevrolet, Acura and more.

Arby's is located within Sun City's robust retail and commercial corridor with 7.1 MSF of retail, 2.9 MSF of office, 1.2 MSF of industrial and 9,381 multifamily units within a 3-mile radius. Less than 3 miles from the site is the 1.2 MSF Arrowhead Towne Center Mall, which is anchored by Macy's, Dick's Sporting Goods, JCPenney, Dillard's and AMC Theaters. Other traffic drivers nearby include the Sun City Library (1,000 feet south), Bell Recreation Center (1,300 feet south), Riverview Golf Course (4,500 feet southwest), Willow Creek Golf Course (4,600 feet northwest), Union Hills Country Club (3,300 feet north), Marinette Recreation Center of Sun City (5,100 feet north) and Palmbrook Country Club (1.3 miles southeast).

The site is surrounded by a dense concentration of residential with over 5,100 households within a 1-mile radius, placing a substantial built-in customer base within walking distance. Additionally, Arby's benefits from dynamic demographics with a population of 89,547 and an average household income of \$80,097 within a 3-mile radius.

## PROPERTY OVERVIEW

PRICING	RENT	CAP RATE	PRICE
BASE ANNUAL RENT:	\$105,350	5.15%	\$2,045,631
3-YEAR AVERAGE PERCENTAGE RENT:	\$33,052	7.00%	\$472,168
TOTAL:	\$138,402	5.50%	\$2,517,799

#### PROPERTY DESCRIPTION

ADDRESS:	17032 North 99th Avenue, Sun City, AZ 85373
TENANT:	KBP Inspired, LLC
BUILDING SIZE:	3,105 SF
PARCEL SIZE:	0.77 Acres
YEAR BUILT/RENOVATED:	1986/2016
PARKING SPACES:	29 Spaces
DRIVE-THRU LANE:	Yes

DEMOGRAPHICS	3 mile radius	5 mile radius	10 mile radius
POPULATION:	8,604	91,043	283,173
AVERAGE HOUSEHOLD INCOME:	\$70,769	\$80,235	\$89,898

#### **TRAFFIC COUNTS**

NORTH 99TH AVENUE:	17,601 VPD
WEST BELL ROAD:	48,335 VPD
AZ-101:	97,728 VPD



#### **TNVFSTMFNT HTGHLTGHTS**



#### **LEADING QSR CONCEPT**

Founded in 1964 and part of the Inspire Brands family of restaurants, Arby's is the second-largest sandwich restaurant brand in the world with 3,500+ restaurants in nine countries. Arby's is known for serving a wide variety of high-quality proteins and sides, while also perfecting its unique blend of quick-service speed and the standard of fast casual. In 2022, Arby's generated \$4.6B in system sales.



#### **PREMIER TENANT**

The tenant under the lease—KBP Inspired, LLC—is a KPB Brands company that operates 100+ Arby's units. Based in Overland Park, Kansas and established in 1999, KBP Brands is a restaurant franchise organization with 800+ restaurants throughout 25+ states and 15,000 employees. The company's brands include KBP Inspired (Arby's), KBP Bells (Taco Bell) and KBP Foods (KFC).



#### **NNN LEASE WITH INCREASES**

Arby's absolute NNN lease features  $\pm 13.0$  years of primary term remaining with 7.5% rent increases every 5 years throughout the term.



#### STRONG STORE SALES WITH PERCENTAGE RENT

This Sun City Arby's location boasts strong store sales and also pays percentage rent.



#### LATEST PROTOTYPE WITH LONG-TERM OPERATING HISTORY

Built in 1986 and remodeled to the latest prototype design in 2016, Arby's has operated at the site for 37 years, demonstrating tenant's long-term commitment to the location.



#### **EXCELLENT ACCESS & VISIBILITY**

Situated roughly 17 miles northwest of downtown Phoenix, the property is positioned along North 99th Avenue (17,601 VPD), where it is feet from its signalized intersection with West Bell Road (48,355 VPD) and 2 miles west of AZ-101 (97,728 VPD).



#### STRATEGIC LOCATION

Arby's benefits from its position as an outparcel to the 85,983-square-foot Sun Shadow Square Plaza, which is home to Ace Hardware, Chase Bank, Wells Fargo

Bank, Big O Tires, H&R Block, McDonald's, Subway and Pizza Hut, among others. Additional retailers in the immediate area include Safeway, Albertsons, Dollar Tree, Bank of America, CVS, Whataburger, Starbucks, Circle K and nearly 20 car dealerships for brands like Mercedes-Benz, Audi, Lexus, Volkswagen, Honda, Subaru, GMC, Chevrolet, Acura and more.



#### PRIMARY RETAIL & COMMERCIAL CORRIDOR

Arby's is located within Sun City's robust retail and commercial corridor with 7.1 MSF of retail, 2.9 MSF of office, 1.2 MSF of industrial and 9,381 multifamily units within a 3-mile radius. Less than 3 miles from the site is the 1.2 MSF Arrowhead Towne Center Mall, which is anchored by Macy's, Dick's Sporting Goods, JCPenney, Dillard's and AMC Theaters.



#### **NEARBY TRAFFIC DRIVERS**

Traffic drivers nearby include the Sun City Library (1,000 feet south), Bell Recreation Center (1,300 feet south), Riverview Golf Course (4,500 feet southwest), Willow Creek Golf Course (4,600 feet northwest), Union Hills Country Club (3,300 feet north), Marinette Recreation Center of Sun City (5,100 feet north) and Palmbrook Country Club (1.3 miles southeast).



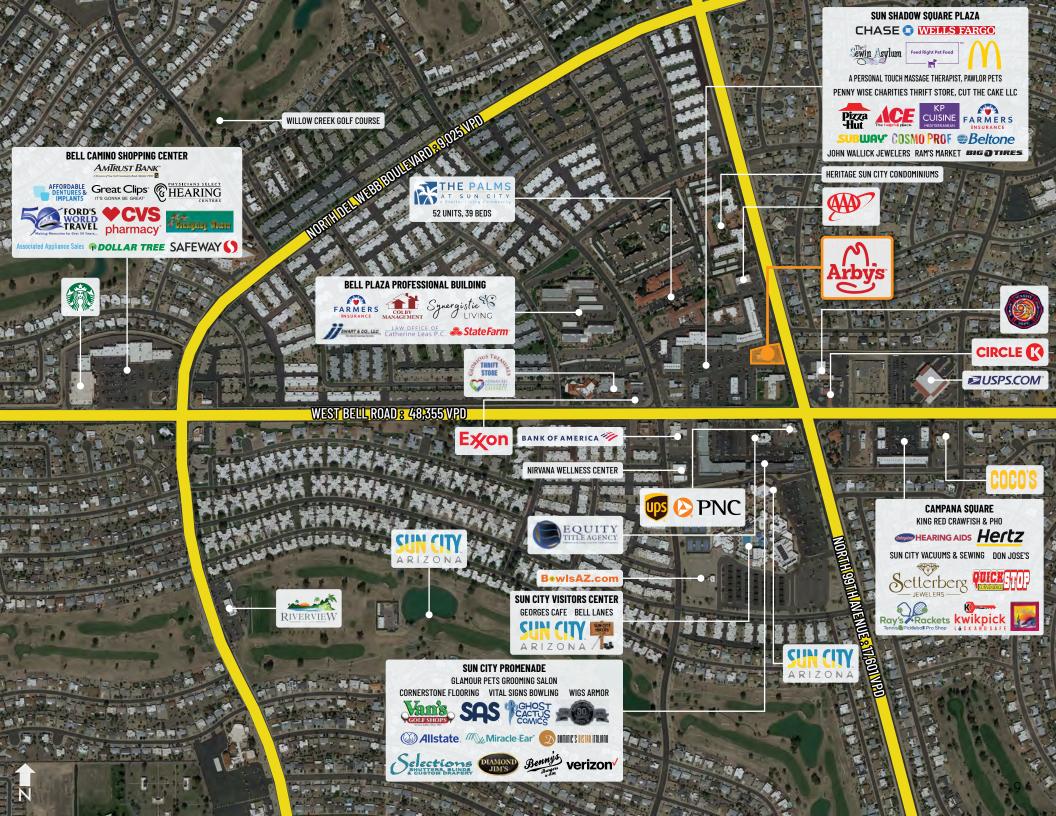
#### **BUILT-IN CUSTOMER BASE WITH DYNAMIC DEMOGRAPHICS**

The site is surrounded by a dense concentration of residential with over 5,100 households within a 1-mile radius, placing a substantial built-in customer base within walking distance. Additionally, Arby's benefits from dynamic demographics with a population of 89,547 and an average household income of \$80,097 within a 3-mile radius.



#### **PHOENIX MSA ADVANTAGE**

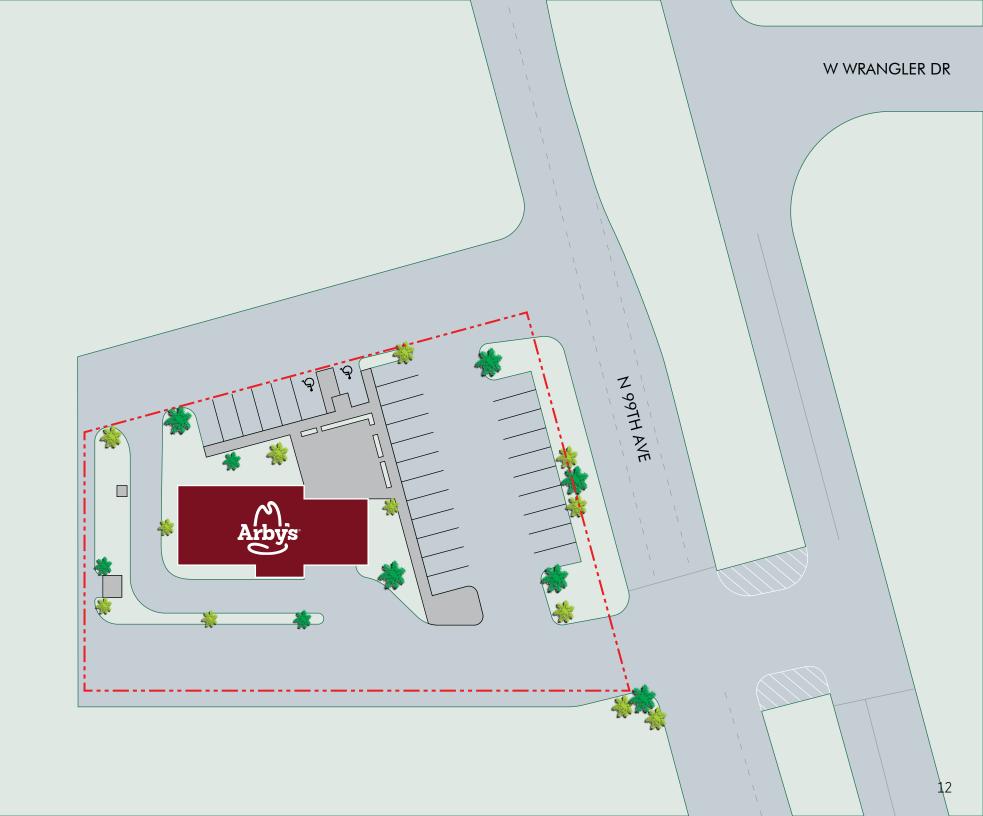
As the capital and economic hub of Arizona, Phoenix (MSA Population: 5.0 million) is home to more than two-thirds of Arizona's population. The city's economy is based on technology, military, real estate, manufacturing, healthcare, and retail. Due to the area's unique desert landscape and mild winters, Phoenix benefits greatly from seasonal tourism and recreation, especially in the golfing industry.





## LEASE TERMS

TENANT:	KBP Inspired, LLC	
ORIGINAL TERM:	20 years	
RENT COMMENCEMENT:	June 1, 2016	
LEASE EXPIRATION:	May 31, 2036	
TERM REMAINING:	±13.0 years	
LEASE TYPE:	Absolute NNN	
RENT SCHEDULE:	Current to May 31, 2026: \$105,350  June 1, 2026 to May 31, 2031: \$113,251  June 1, 2031 to May 31, 2036: \$121,745	
RENT INCREASES:	7.5% increase every 5 years	
RENEWAL OPTIONS:	None	
PERCENTAGE RENT:	8% of Tenant's Gross Sales in excess of the amount paid as Base Annual Rent Current Breakpoint: \$1,316,875 3-Year Average Percentage Rent: \$33,052	
TAXES:	Tenant shall pay all taxes and assessments of every type or nature assessed against or imposed upon the Property, Tenant or Landlord during the Lease Term related to or arising out of the Lease and the activities of the parties.	
REPAIRS & MAINTENANCE:	Tenant shall, at its sole cost and expense, be responsible for (a) keeping all of the building, structures and improvements erected on the Property in good order and repair, including without limitation, the roof and the HVAC and other electrical/mechanical systems; (b) the repair or reconstruction of any building, structures or improvements erected on the Property damaged or destroyed by a Casualty; (c) making all necessary structural, non-structural, exterior and interior repairs and replacements to any building, structures or improvements erected on the Property; (d) operating, remodeling, updating and modernizing the Property in accordance with standards contractually required of Tenant on a system-wide basis for the Permitted Facility; and (e) paying all operating costs of the Property in the ordinary course of business.	
INSURANCE:	At Tenant's sole expense, Tenant shall maintain: (i) insurance against loss or damage to real property and personal property under a special cause of loss insurance policy, including but not limited to loss by fire, lightning, wind and other risks normally included in the standard ISO special form (including floor insurance if applicable), in an amount equal to the full replacement cost for the loss of value of the undamaged portion of the Property and no less than 25% of the replacement cost for costs to demolish and the increased cost of construction; and (ii) commercial general liability insurance covering Landlord and Tenant against bodily injury, property damage and personal and advertising injury, including without limitation any liability arising out of the ownership, maintenance, repair, condition or operation of the Property, with limits not less than \$2,000,000 per occurrence for bodily injury and property damage and \$4,000,000 general aggregate.	
COMMON AREA MAINTENANCE:	All costs and obligations of every kind and nature relating to the Property shall be performed and paid by Tenant, including without limitation, common area maintenance charges, if any, related to the Property. Tenant shall comply with and perform all obligations of Landlord under all easements, declarations, covenants, restrictions and other items of record encumbering the Property.	





#### TENANT & BRAND OVERVIEWS



#### **TENANT OVERVIEW**

The tenant under the lease—KBP Inspired, LLC—is a KPB Brands company that operates 100+ Arby's units. Based in Overland Park, Kansas and established in 1999, KBP Brands is a restaurant franchise organization with 800+ restaurants throughout 25+ states and 15,000 employees. The company's brands include KBP Inspired (Arby's), KBP Bells (Taco Bell) and KBP Foods (KFC).

The company has received many accolades, including being named #3 in the Top 100 Growth in U.S. Food Service Revenue by Nation's Restaurant News and is consistently ranked among the 10 Fastest Growing Restaurant Companies in the country.

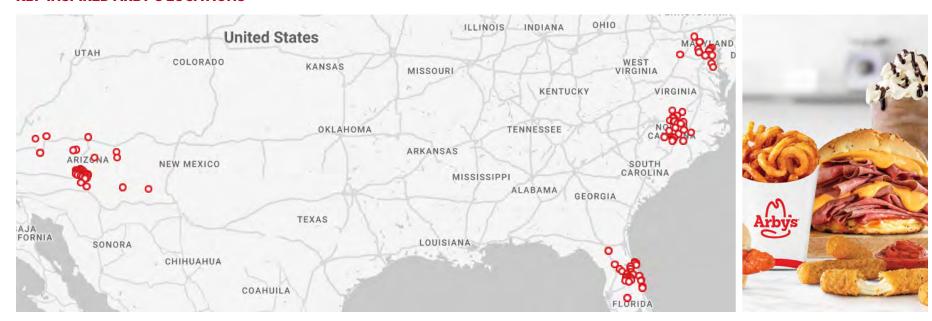


#### **BRAND OVERVIEW**

Founded in 1964 and part of the Inspire Brands family of restaurants, Arby's is the second-largest sandwich restaurant brand in the world with 3,500+ restaurants in nine countries. Arby's is known for serving a wide variety of high-quality proteins and sides, while also perfecting its unique blend of quick-service speed and the standard of fast casual. In 2022, Arby's generated \$4.6B in system sales.

Inspire Brands, Inc. (S&P: B+) is the second-largest restaurant company in the United States and is the owner of Arby's, Baskin-Robbins, Buffalo Wild Wings, Dunkin', Jimmy John's and Sonic Drive-In. The company is majority-owned by affiliates of the Atlanta-based private equity firm. Roark Capital Group.

#### **KBP INSPIRED ARBY'S LOCATIONS**







## SUN CITY, ARIZONA OVERVIEW

Known for its warm climate and active lifestyle, Sun City (population: 38,888) is a vibrant retirement centric community located in Maricopa County, Arizona. Established in 1960 as the first planned retirement community by The Del Webb Development Company, it offers an array of amenities and recreational facilities tailored to the needs and interests of its older residents. With 8 golf courses, 7 recreation centers, 2 bowling centers, an outdoor amphitheater, numerous swimming pools and social clubs, Sun City encourages an active lifestyle. The community also boasts shopping centers, restaurants and casinos ensuring residents have convenient access to various services and activities.

Beyond its amenities, Sun City is surrounded by stunning desert landscapes, such as the Sonoran Desert, offering opportunities for outdoor exploration and relaxation. Sun City is an unincorporated part of Maricopa County, allowing residents to pay no city sales tax, along with other incentives that make the cost of living reasonable. Because of its age restrictions, Sun City does not have a public school system that residents are taxed for, and the only taxed public service residents are responsible for is the fire department. Sun City is self-governed by a board of elected directors and volunteers which is cost effective for locals and provides residents with a sense of pride and purpose.

### PHOENIX-MESA-CHANDLER, AZ MSA OVERVIEW

As the capital and economic hub of Arizona, Phoenix (MSA Population: 5.0M) is home to more than two-thirds of Arizona's population. The city's economy is based on technology, military, real estate, manufacturing, healthcare, and retail. Due to the area's unique desert landscape and mild winters, Phoenix benefits greatly from seasonal tourism and recreation, especially in the golfing industry. The 6th largest and 14th most populous state, Arizona is most well known for its top attractions, which include the Sonoran Desert, the Grand Canyon National Park, the Sedona/Verde Valley, and many other parks and monuments.

Also known as the Valley of the Sun, the Greater Phoenix MSA is the 10th largest metropolitan area in the United States by population. The Phoenix MSA has historically performed at the center of the state's economy. Several Fortune 500 and 1000 companies house their headquarters in Arizona, including PetSmart, Avnet, Freeport-McMoRan, Republic Services, Sprouts Farmers Market, and Walmart—the state's largest private employer. The technology and service industries account for almost 77% of total employment in the region. Anchored by its financial sector and retirees, the Phoenix economy is propelled forward by significant in-migration and a friendly business environment featuring reasonable costs, making it a prime destination for relocating firms. Job growth (3%) in the metro area is now twice as large as the nation's and is steadily increasing.

#### **Sonoran Desert**

The Sonoran Desert, which spans across the majority of Southern Arizona, is one of the largest and most diverse desert ecosystems in the United States. This desert is home to large cities, small towns, and hundreds of native animal and plant species.

#### **Grand Canyon**

Attracting five million visitors each year, the Grand Canyon is one of the most popular tourist destinations in the United States. The Canyon itself stretches 277 miles from end-to-end, while its rocky walls descend more than a mile to the Canyon's floor. Visitors from all over come to marvel at the natural wonder, hike its trails, and go white water rafting on the Colorado River, which traces a course Southwest through the Canyon floor.

City of Phoenix, AZ Top Employers	Number of Employees
Banner Health	10,728
American Express	9,213
Amazon	6,457
Honeywell	6,171
Walmart	5,419
Fry's Food Store	5,229
U Haul	5,133
Bank of America	5,012
Phoenix Children's Hospital	4,826
Dignity Health	4,754

Source: Phoenix.gov



### PHOENIX-MESA-CHANDLER, AZ MSA OVERVIEW (CONTINUED)

#### **Education**

Phoenix residents are highly educated as nearly 83% of all adults have a high school diploma, and nearly 30% have a four-year college degree. The area is home to many post-secondary institutions including four satellite campuses of Arizona State University (Enrollment: 79,232), Grand Canyon University (Enrollment: 62,424), the University of Phoenix (Enrollment: 89,763), the University of Arizona College of Medicine, the Phoenix Biomedical Campus of Northern Arizona University (Enrollment: 24,880), the Phoenix Seminary (Enrollment: 244), and ten community colleges.

#### Recreation

Phoenix has a hot desert climate and is home to long, hot summers with short and mild winters. Phoenix is in one of the world's sunniest regions, seeing 300+ days of sunshine per year, the most of any city on earth. The hot and sunny climate encourages outdoor recreation, specifically golf. The Greater Phoenix area is home to over 200 golf courses, allowing any golfer of any skill range to find a suitable course to play. Phoenix is home to many professional sports teams, including the Arizona Cardinals, The Arizona Diamondbacks, and the Phoenix Suns, to name a few. Phoenix hosts two college football bowl games, several NASCAR events, and several professional gof events (both LPGA and PGA) annually.

#### **Transportation**

Centrally located near several major freeway interchanges, the Phoenix Sky Harbor International Airport serves over 110,000 people on over 1,000 flights per day, making it one of the ten busiest airports in the nation. Multiple domestic and international airlines flight in and out of Phoenix, serving more than 100 cities with non-stop flights. Amtrack buses service the Phoenix area via the airport, and provide transportation to Flagstaff. Greyhound buses also operate near the airport. Valley Metro is Phoenix's transportation authority and provides trains, buses, and a ride share program to commuters.





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