

NET LEASE INVESTMENT



**CHIPOTLE**

MEXICAN GRILL

NOGALES, ARIZONA

**NOW OPEN!**



REPRESENTATIVE PHOTO

EXCLUSIVELY OFFERED BY:

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**CUSHMAN &  
WAKEFIELD**

Private Capital Group

<b>TENANT:</b>	Chipotle
<b>GUARANTY:</b>	Chipotle Mexican Grill, Inc.
<b>LOCATION:</b>	337 W Mariposa Rd, Nogales, AZ 85621
<b>LEASE TYPE:</b>	Net Lease
<b>BUILDING SIZE:</b>	±3,000 Square Feet
<b>LAND SIZE:</b>	±0.60 Acres
<b>RENT COMMENCEMENT:</b>	Projected 1/1/2023
<b>LEASE TERM:</b>	15 years
<b>OPTIONS:</b>	Three (3) five (5) year options
<b>RENT ADJUSTMENT:</b>	12.5% increases every 5 years
<b>APN:</b>	102-01-019

OFFERING TERMS

<b>CURRENT NOI:</b>	\$144,000
<b>PRICE:</b>	\$3,032,000
<b>CAP:</b>	4.75%

RENT SCHEDULE:

TERM	YEARS	MONTHLY RENT	ANNUAL RENT	% INCREASE	CAP RATE
Primary	1-5	\$12,000.00	\$144,000.00	12.50%	4.75%
Primary	6-10	\$13,500.00	\$162,000.00	12.50%	5.34%
Primary	11-15	\$15,187.50	\$182,250.00	12.50%	6.01%
Option 1	16-20	\$17,085.94	\$205,031.28	12.50%	6.76%
Option 2	21-25	\$19,221.68	\$230,660.16	12.50%	7.61%
Option 3	26-30	\$21,624.39	\$259,492.68	12.50%	8.56%



**INVESTMENT HIGHLIGHTS**

- New 2023 retrofit with a drive-thru
- Long term 15-year lease
- Corporate Guaranty from Chipotle Mexican Grill, Inc.
- Prototype ‘Chipotlane’ location with drive thru
- Net lease with minimal landlord responsibilities (roof and structure)
- Brand new roof with 10 year warranty in place
- Attractive 12.5% rent increases every 5 years to hedge against inflation

**TENANT HIGHLIGHTS**

- Opened 43 new location this year, ±3,047 total locations as of October 2022
- Chipotle (NYSE: CMG) has Market Cap of \$46.6B.
- FY21 Total Revenue Increased 26.1% Year-Over-Year to \$7.5B

**LOCATION HIGHLIGHTS**

- Nogales is the #1 Port of Entry in the entire Southwestern United States capturing the Nogales, Mexico population as well as the Rio Rico and Tucson work force
- Property is located across from Mariposa Shopping Center (336,043 SF) in the heart of Nogales’ retail corridor
- 4.3M pedestrians and 12.4M Personal Vehicle Passengers crossed the Nogales border in 2021
- South of Tucson Arizona with over 18,895 businesses and 277,292 employees

# SURROUNDING RETAIL MAP

# PROPERTY OVERVIEW









## TENANT PROFILE - CHIPOTLE MEXICAN GRILL

## PROPERTY OVERVIEW

Chipotle Mexican Grill, Inc. (Chipotle) is an American fast casual restaurant chain. Chipotle was one of the first chains of fast casual dining establishments, founded by chef Steve Ells in 1993 in Denver, Colorado. Today they operate more than 3,000 locations in the US, Canada, UK, Germany and France and have over 100,000 employees. Chipotle's menu consists of five main items: burritos, bowls, tacos, quesadillas, and salads assembled in a line production format. They also include a wide variety of sides and beverages with many locations serving alcohol. In 2019, Chipotle introduced "Chipotlanes", drive thru locations focused to magnify online

and digital orders. In 2021, Chipotle's digital sales increased 24.7%. Chipotle is currently on track to reach \$3.5B in digital sales in 2022.

For more information please visit: [www.chipotle.com](http://www.chipotle.com)



**NUMBER OF CHIPOTLE LOCATIONS (2022): ±3,000**



REPRESENTATIVE PHOTO

CHIPOTLE MEXICAN GRILL | NOGALES, AZ



# NOGALES ARIZONA

## POPULATION



	1 MILE	3 MILE	5 MILE
2022	2,321	20,765	22,468

## DAYTIME POPULATION

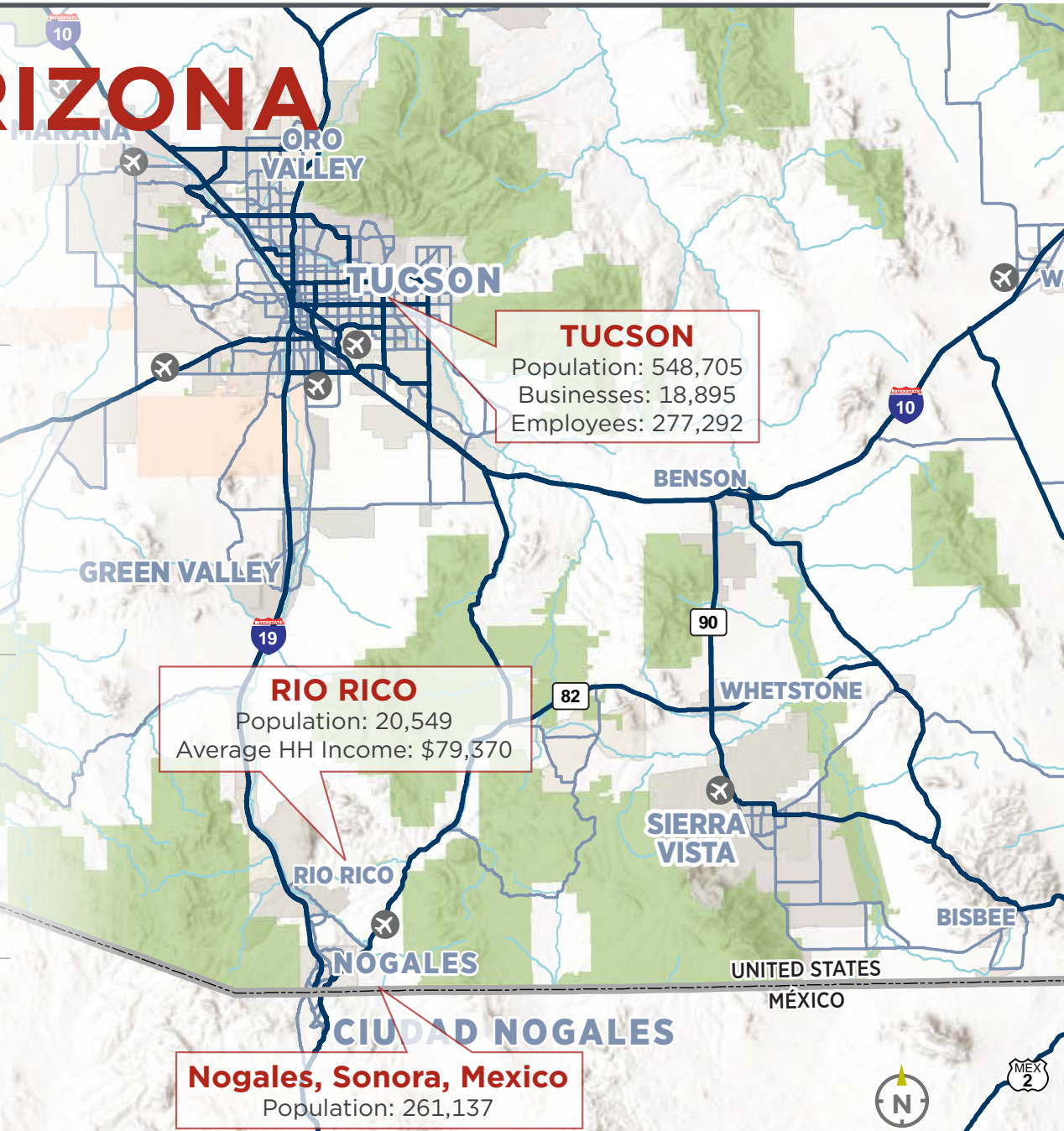


	1 MILE	3 MILE	5 MILE
2022	5,915	25,357	26,985

## AVERAGE HH INCOME



	1 MILE	3 MILE	5 MILE
2022	\$41,044	\$55,107	\$56,214



# NOGALES ARIZONA

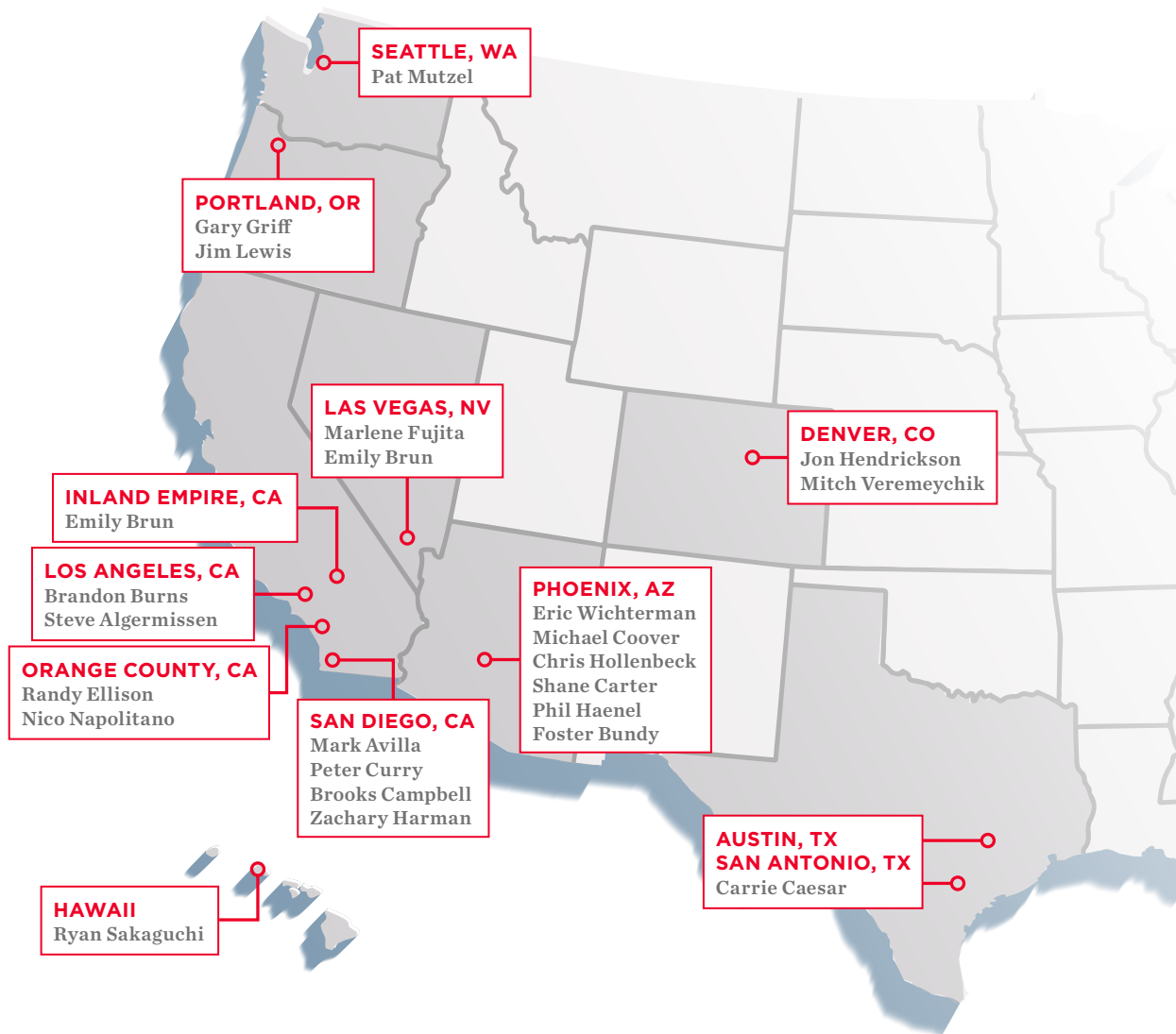
Nogales is Arizona's largest international border town and the United States' 7th largest port of entry. Over \$30 Billion of international trade flows through Nogales annually and it is the number one port of entry for produce (50% of produce consumed in the US enters the country through Nogales) and automotive manufacturing. Nogales has a strong patronage from its bordering sister city Nogales, Sonora, Mexico with 4.3 million pedestrians, 12.4 million personal vehicle passengers, and 461,707 commercial trucks (2021) crossing the border annually. Nogales' daily work force includes residents from Nogales MX, Rio Rico, Tubac, and Tucson. A majority of Nogales' economy is based on agribusiness and produce distributors, which come from large farms in the Mexican agriculture belt. In addition, both Nogales, Arizona and Nogales, Sonora are home to one of the largest maquiladora clusters (factories which take raw materials to assemble, manufacture, process, and then export as a finished product). These factories allow American manufacturing plants on both sides of the border to utilize the favorable wage and operating costs as well as the excellent transportation and distribution networks.

The Chipotle property is situated along the major artery, West Mariposa Road, within the heart of Nogales' primary shopping district. Flanked by multiple industrial parks, the site is approximately 0.4 miles east of I-19, the major freeway that connects to the Tucson and Phoenix, Interstates, I-8 & I-10.

# CUSHMAN & WAKEFIELD - PRIVATE CAPITAL GROUP

## PRIVATE CAPITAL GROUP, WESTERN REGION

ONE Team, TWELVE Markets



### PRIVATE CAPITAL GROUP WESTERN REGION



\$8.18 BILLION  
'16-YTD VOLUME



767 TRANSACTIONS  
'16-YTD VOLUME



37 MILLION  
'16-YTD SF SOLD

- **ONE** Team, **TWELVE** Markets
- **COHESIVE 23-BROKER TEAM**  
Sourcing and sharing regional capital
- Each team is based and **OPERATES EXCLUSIVELY IN THEIR OWN MARKET**  
(No outsiders or rookies handle marketing)
- Shared **WESTERN REGION BUYER DATABASE**
- **1031 EXCHANGE TRACKING**
- **BI-WEEKLY CALL**  
Sharing market intel, listings and buyers
- Culture of **SHARING** and **SUPPORTING MEMBERS AND EACH OTHER'S CLIENTS**

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