



# Murphy USA

**\$1,704,347 | 5.75% CAP**

1001 W 2nd St, Roswell, NM 88201

- ✓ **New 20-Year Absolute NNN Ground Lease** with 8% Rental Increases Every 5 Years
- ✓ **Corporate Guarantee** | NYSE: MUSA | \$23.4 B in 2022 Revenue
- ✓ **40K+ People** Within 3 Miles & 17,500+ VPD
- ✓ **Excellent Hard Corner Location** Across From Heavily Trafficked Albertsons Grocery Store
- ✓ **Large 1.10 Acre Parcel**

Murphy USA operates more than **1,733 retail stations** in 27 U.S. states under the brands **Murphy USA** and Murphy Express. The majority of the locations are positioned near Walmart locations. The brands **provide quality fuels** at the best value to **approximately 2 million** customers a day.



# INVESTMENT OVERVIEW

MURPHY USA ROSWELL, NM

# \$1,704,347

## 5.75% CAP



### CONTACT FOR DETAILS

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NM Broker of Record: Chris Armistad

License #: 20752

NOI

\$98,000

Building Area

TBD

Land Area

±1.10 AC

Year Built

2024

Lease Type

NNN Ground Lease

Occupancy

100%

- ✓ **Rent Commencement:** October 2024
- ✓ **New Construction 20-Year Absolute NNN Ground Lease** with 8% Rental Increases Every 5 Years and (4) 5-Year Options to Renew.
- ✓ **Large 1.10 Acre Parcel** located on W 2nd Street & N Union Avenue (17,500+ VPD), with over 49,235 people living within 5 miles and an average household income over \$88,130.
- ✓ **Excellent Hard Corner Location Across From Heavily Trafficked Albertsons Grocery Store.** Other nearby nationally recognized tenants include Sonic, Dollar General, Subway, Dairy Queen, and more.
- ✓ **Less Than a Mile from the Famous Roswell Welcome Sign,** The Roswell Visitors Center, and The Roswell Museum. 1 mile from The Anderson Museum of Contemporary Art and the New Mexico Military Institute, and 5 miles from Roswell Air Center.
- ✓ **Corporate Guarantee - Murphy USA (NYSE: MUSA)** is a leading retailer of gasoline and convenience merchandise with more than 1,733 locations, servicing over 2 million customers per day, and \$23.4 B in revenue.
- ✓ **Roswell, New Mexico is the 5th Largest City in the State** and was voted the most affordable city to live in New Mexico in 2020. It is an enjoyable place to live with close proximity to skiing, home to many festivals, rich with history and tourism, and is a center for farming ranching, manufacturing, and petroleum production.

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**SECURE**  
NET LEASE

# TENANT OVERVIEW

MURPHY USA ROSWELL, NM

## Murphy USA

**Lessee:** Murphy Express

**Guarantor:** Corporate

REVENUE

**\$23.45 B**

STOCK TICKER

**MUSA**

LOCATIONS

**1,733+**



[murphyusa.com](http://murphyusa.com)

**Murphy USA Inc. (NYSE: MUSA) is a leading retailer of gasoline and convenience merchandise with over 1,700 stores located primarily in the Southwest, Southeast, Midwest and Northeast United States.**

The company and its team of nearly **15,000 employees** serve an estimated **2.0 million customers each day** through its network of retail gasoline stations in **27 states**. The majority of Murphy USA's sites are located in close proximity to Walmart stores.

The company also markets gasoline and other products at **standalone stores** under the Murphy Express and QuickChek brands. Murphy USA ranks among the **Fortune 500 companies**.



File Photo



File Photo

## IN THE NEWS

MURPHY USA ROSWELL, NM

### Murphy USA Sets Its Sights on 'More'

ANGELA HANSON, FEBRUARY 14, 2024 (CONVENIENCE STORE NEWS)

**Murphy USA Inc.'s 2023 performance, President and CEO Andrew Clyde immediately identified one common theme: more.**

"It all revolves around the concept of more," Clyde said during the company's recent earnings call that detailed its **fourth quarter** and full-year **2023** results. This one word has **multiple meanings**, according to Clyde.

"When we look at our most loyal customers through the lens of our loyalty data, what do we see? First, we continue to get more from the same customers," he said. "When we look at a **large panel of customers** who've been shopping with us every month since 2019, we see that they are spending **50% more** at Murphy USA in 2023 than they were in 2019 – about **\$177 per month**."

Strategic initiatives led to more sales, stores and share of wallet last year.

The company is also getting the same amount from more customers. New loyalty members who visited for the first time in 2023 are making the same frequency of trips as the most loyal cohort from 2019, or about **five transactions per month**.

The key is that they are spending at **higher levels** and shopping more of the store, with **28%** of these customers purchasing fuel, tobacco and nontobacco each month.

"In addition, we're getting more from our existing stores," Clyde said. "As we continue to **build on** our history of lowering our fuel breakeven margin requirement and improving our coverage ratio, **new initiatives** are helping us maintain that trajectory."

He pointed to upsell suggestions implemented on touchscreens at the company's QuickChek stores. Early pilots indicated that **uptake of suggested-sell items** more than doubled. Additionally, creating personalized offers through machine learning initiatives is capturing more share of wallet from the same customers.

EXPLORE ARTICLE



### Murphy USA Announces Executive Leadership Changes to Drive Next Wave of Advantaged Growth

FEBRUARY 21, 2024 (YAHOO! FINANCE)

**Murphy USA Inc. (NYSE: MUSA) ("MUSA" or the "Company") today announced executive leadership changes effective March 1, 2024.**

The Company announced the Board of Directors elected Mindy West to the newly created position of **Executive Vice President** and Chief Operating Officer. In this elevated role, Mindy will have responsibility for both the Murphy USA and **QuickChek brands**, including store operations, merchandise, marketing, and fuels. Since the 2013 spin, Mindy has served as **Executive Vice President** and **Chief Financial Officer**; in 2018, she assumed responsibilities for **all fuels activities**.

"Today's changes reflect our continued commitment to deliver profitable growth, disciplined capital allocation, and effective leadership development and succession planning," said Andrew Clyde, President and Chief Executive Officer.

As COO, Mindy will **drive strategic** initiatives and enhance the performance and profitability of the entire business, including synergistic activities across the brands.

Andrew Clyde, President and CEO of MUSA, commented: "Since our spin-off, Mindy has made her mark on the Company's **outstanding track record** of creating shareholder value as **CFO** and more recently leading our **Fuels organization** to record profits. As we continue our trajectory and commitment to all stakeholders, she is uniquely positioned to **lead** and **drive** the next wave of **advantaged growth for the business** in this new and critical role."

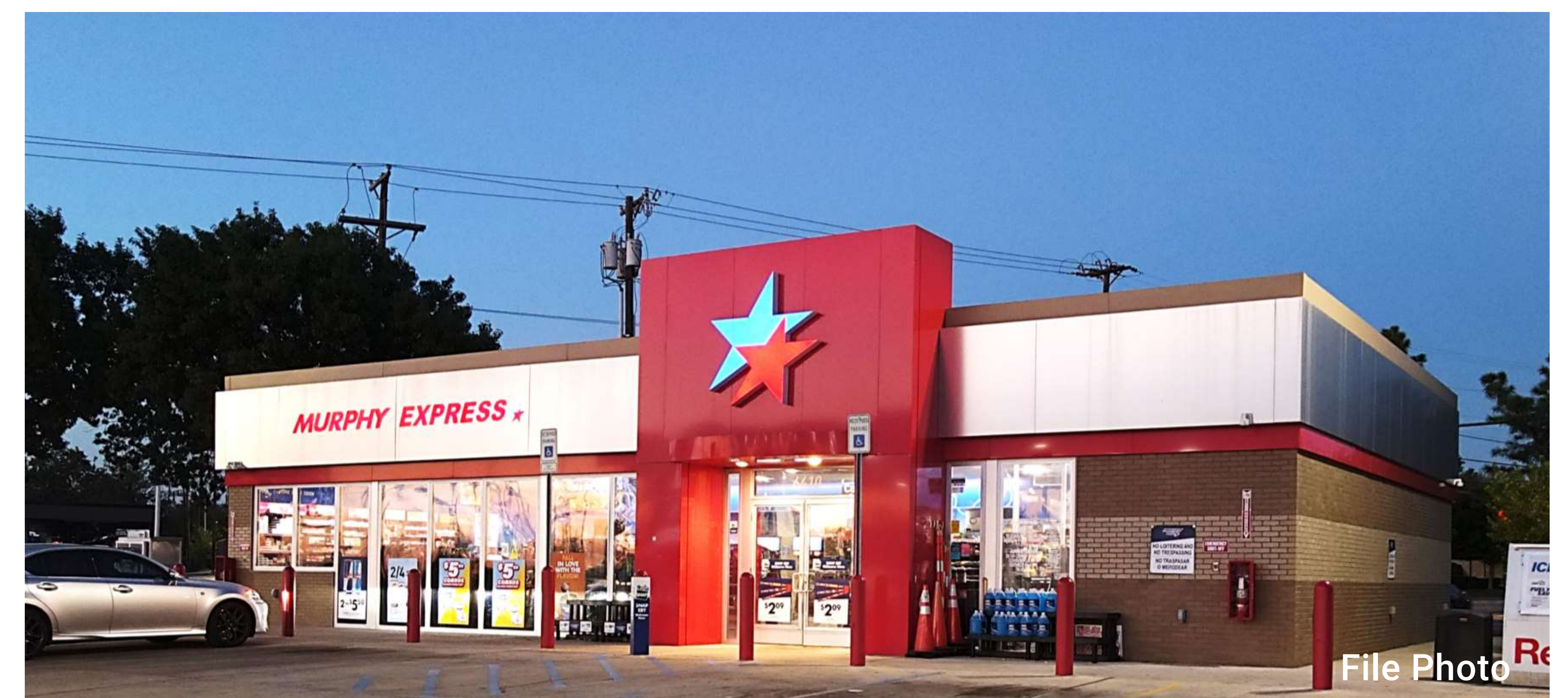
EXPLORE ARTICLE



# LEASE OVERVIEW

**MURPHY USA**   **ROSWELL, NM**

Initial Lease Term	20 Years
Rent Commencement (Estimate)	October 2024
Lease Expiration (Estimate)	October 2044
Lease Type	Complete NNN Ground Lease
Rent Increases	8% Every 5 Years
Annual Rent YRS 1-5	\$98,000.00
Annual Rent YRS 6-10	\$105,840.00
Annual Rent YRS 11-15	\$114,307.00
Annual Rent YRS 16-20	\$123,451.00
Options	4 * 5 Year Options



This information 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. Buyer must verify the information and bears all risk for any inaccuracies.

**TARGET**  
Office DEPOT  
OfficeMax

**BIG 5**  
SPORTING GOODS

**FAMILY DOLLAR**

**AutoZone**

**DEL NORTE**  
ELEMENTARY SCHOOL  
(481 STUDENTS)

**GODDARD**  
HIGH SCHOOL  
(1,133 STUDENTS)

**ROSWELL**  
COUNTRY CLUB

**GATEWAY**  
CHRISTIAN SCHOOL  
(373 STUDENTS)

**THE HOME DEPOT**

**IHOP**

**BIG LOTS!**

**jiffy lube**  
multicare

**goodwill**

**SPRING RIVER LUXURY**  
APARTMENT HOMES  
(256 UNITS)

**MILITARY HEIGHTS**  
ELEMENTARY  
(369 STUDENTS)

**H**  
AN IHG HOTEL

**BAYMONT**  
INN & SUITES

**BW** | Best Western  
Hotels & Resorts

**ROSWELL RECREATION**  
& AQUATIC CENTER

**NEW MEXICO**  
MILITARY INSTITUTE

**HARBOR FREIGHT TOOLS**  
Qualify Tools at Miscellaneous Low Prices

**BURGER KING**

**Little Caesars**

**SPRING RIVER ZOO**

**MURPHY USA**

**SUBJECT PROPERTY**  
HWY. 380 & N. UNION AVE.

**N UNION AVENUE**  
±5,921 VPD

**ups**

**Starbucks**

**RODEWAY INN**

**HONDA TOYOTA**

**NISSAN**

**SONIC**

**DUNKIN'**

**Fairfield**  
BY MARRIOTT

**Chevron**

**Wendy's**

**Arby's**

**PHILIPS 66**

**FAMILY DOLLAR**

**HYUNDAI**

**SUBWAY**

**U-HAUL**

**WASHINGTON AVENUE**  
ELEMENTARY  
(363 STUDENTS)

**McDonald's**

**BUFFALO WILD WINGS**

**S MAIN STREET**  
±20,078 VPD

**FAMILY DOLLAR**

**stripes**

**EL CAPITAN**  
ELEMENTARY  
SCHOOL  
(389 STUDENTS)

**PARKVIEW EARLY**  
LITERACY CENTER  
(250 STUDENTS)

**SIERRA**  
MIDDLE SCHOOL  
(657 STUDENTS)

**SUMMIT**  
APARTMENTS

**MISSOURI AVENUE**  
ELEMENTARY  
(311 STUDENTS)

**285**

**Ashley**  
HOMESTORE

**DOLLAR GENERAL**

**FAMILY DOLLAR**

**MESA**  
MIDDLE SCHOOL  
(445 STUDENTS)

**NANCY LOPEZ**  
ELEMENTARY SCHOOL  
(225 STUDENTS)

**VALLEY VIEW**  
ELEMENTARY SCHOOL  
(486 STUDENTS)

**Domino's**

**O'Reilly AUTO PARTS**

**Little Caesars**

**Albertsons**

**SUBWAY**

**DOLLAR TREE**

**SONIC**

**TACO BELL**

**THE SAVANNAH ARMY**

**DOLLAR GENERAL**

**ROSWELL**  
HIGH SCHOOL  
(1,439 STUDENTS)

**Pizza Hut**

**planet fitness**

**E 2ND STREET**  
±9,786 VPD

**380**


**70**

# SITE OVERVIEW

MURPHY USA ROSWELL, NM

 Year Built | 2024

 Building Area | TBD

 Land Area | ±1.10 AC

## NEIGHBORING RETAILERS

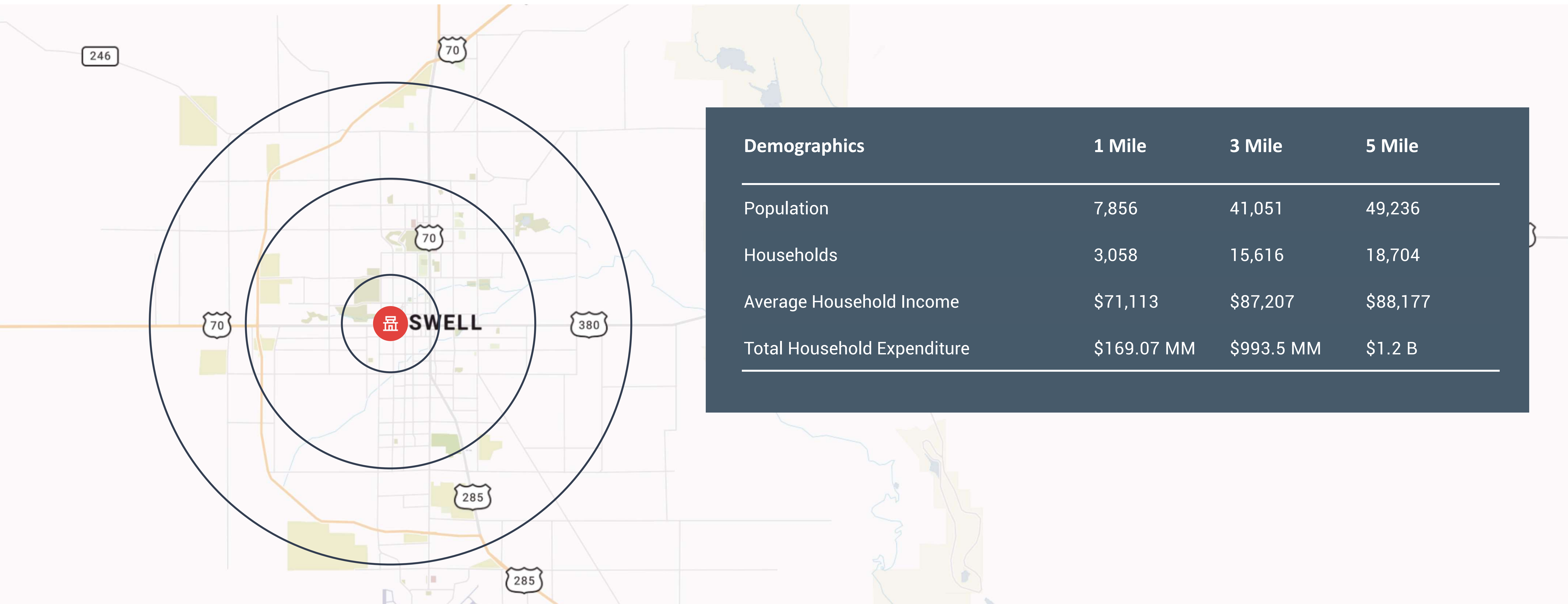
- Target
- Big 5 Sporting Goods
- Big Lots!
- The Home Depot
- Planet Fitness
- Ashley Store
- Albertsons
- AutoZone Auto Parts
- Family Dollar
- Dollar General





# LOCATION OVERVIEW

MURPHY USA ROSWELL, NM



## NEW MEXICO ECONOMIC DRIVERS (NUMBER OF EMPLOYEES)

1. State of New Mexico (26,947)
2. Federal Government (28,900)
3. Sandia National Laboratories (15,100)
4. Walmart Corporate (14,725)
5. Los Alamos National Laboratorios (14,150)
6. UNM University (11,875)
7. Presbyterian Healthcare (11,575)
8. Albuquerque Public Schools (10,150)
9. City of Albuquerque (5,800)
10. McDonalds (4,675)

# LOCATION OVERVIEW

MURPHY USA ROSWELL, NM

## Roswell

New Mexico

 46,355  
Population

 \$48,298  
Median Household Income



Ranked as the Most  
Affordable City in New  
Mexico in 2020

#1

Roswell has Up to 5  
Million Visitors Per Year

TOURISM

### Roswell is a city in, and the seat of Chaves County, the county forms the entirety of the Roswell micropolitan area.

Roswell is centrally located in the Pecos Valley, nestled below the most southern outskirts of the Rocky Mountains, and has a total area of 29.9 square miles.

**Businesses involved in agriculture, educational institutions, and regional government organizations all play important roles in creating employment opportunities.**

Roswell's tourism industry is based on aerospace engineering and ufology museums and businesses, as well as alien-themed and spacecraft-themed iconography.

As the fifth-largest city in the state and a center for irrigated farming, dairying, ranching, manufacturing, distribution, and petroleum production, Roswell is the hub of Southeastern New Mexico. Roswell is an enjoyable place to live, offering residents everything from local coffee shops and wineries to festivals and diverse outdoor activities, including easy proximity to skiing. It is home to a diverse collection of art, culture and natural treasures. Anderson Museum of Contemporary Art showcases the work of artists from all over the world at The Roswell Artists in Residence Program and galleries can be found up and down Main Street, both evident of an active artist community. Meanwhile, the Roswell Little Theatre provides opportunities to see the Roswell Symphony and live theater performances. Roswell has been emphasizing community and infrastructure development. Historic structures have been restored thanks to investments in downtown regeneration, resulting in a picturesque setting that combines the city's heritage with contemporary conveniences. Furthermore, continual initiatives to encourage environmentally friendly behaviors and sustainable development have been made to strike a balance between economic development and environmental protection.

## IN THE NEWS

MURPHY USA ROSWELL, NM

### Why Are Roswell Companies Thriving?

BILL LEWIS, DECEMBER 8, 2023 (LIVABILITY)

**Bountiful water, low costs and talented bilingual workforce are among the key reasons companies find success in this New Mexico city.**

With a firm foundation built on water – abundant supplies of it in arid New Mexico – and advantages including one of the **nation's longest runways** and a job-ready workforce, Roswell-Chaves County is a destination for companies and talent ready to **build their future**.

"The biggest advantage for a **lot of companies** is we have plenty of water. Thanks to two naturally charged aquifers, we can serve a population twice the size of the state of New Mexico," says Mike Espiritu, president and **CEO of the Roswell-Chaves** County Economic Development Corporation.

"The biggest advantage for a lot of companies is we have plenty of water. Thanks to two naturally charged aquifers, we can serve a population twice the size of the state of New Mexico," says Mike Espiritu, president and CEO of the Roswell-Chaves County Economic Development Corporation.

Other value propositions include city and county governments that **work together** to get things done without bureaucratic delays, the low cost of doing business and the bilingual workforce.

Innovation in the Air Those amenities include the Roswell Air Center, where the **13,001-foot runway** is used for flight testing by aircraft manufacturers including Boeing and Honda, and where American Airlines provides regular **airline service**. In addition, the Air Center is the site of one of the country's **largest storage facilities** for retired airliners, Espiritu points out.

EXPLORE ARTICLE



### Spaceport America added \$138 million to New Mexico's economy last year, new report says

EMMA HOGGARD, AUGUST 25, 2023 (KVIA)

**A new report finds that in 2022, Spaceport America supported 548 direct jobs, 811 total New Mexico jobs, and contributed an estimated \$138 million to the economy.**

The New Mexico Spaceport Authority (NMSA), NMSU's Arrowhead and **Border Economic Development (BED)** centers conducted the report. New Mexico taxpayers, especially those who live in Sierra and Dona Ana counties, are paying for the spaceport. **As of 2021**, Dona Ana County was **shouldering 95%** of the debt incurred by the building of Spaceport America.

"It is incumbent upon us to show what impacts and benefits the investment has created, and whether its operations create jobs and business opportunities," Spaceport America Executive Director Scott McLaughlin explained. "This report shows that the investment is paying off, and that the counties and the state are benefiting from this long-term effort."

Dona Ana voters approved the tax necessary for the building of the spaceport in 2007. Not including the cost of the new road leading to the facility, the original cost **totaled \$220 million**. By **2021**, Dona Ana County had saved **\$8 million** by refinancing the debt.

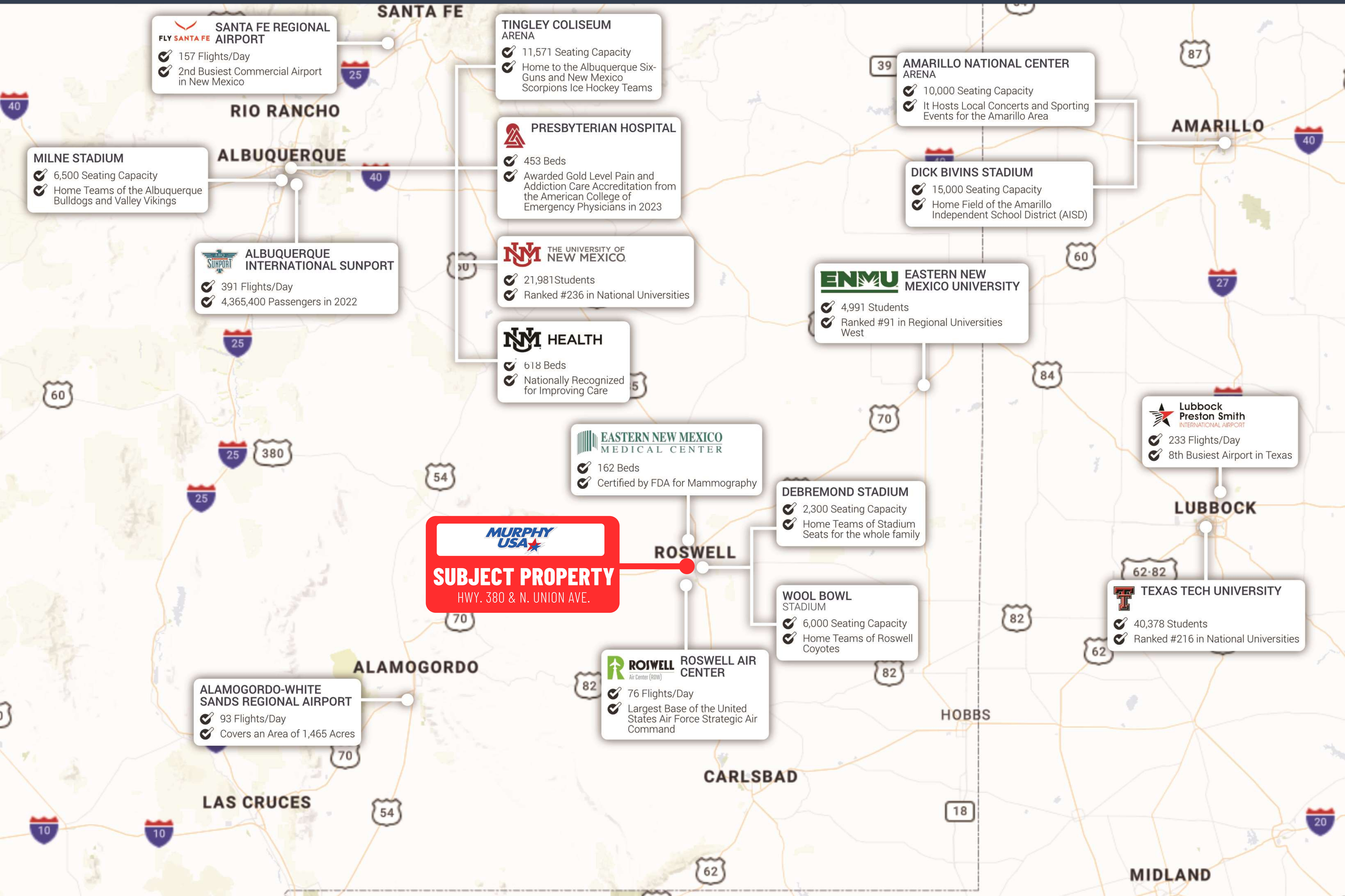
McLaughlin added that the spaceport was designed to spur economic development in New Mexico. In addition to the economic output generated by Spaceport America, the report claims it also created **\$60 million** in value added production and **\$46 million** in labor income for New Mexico.

EXPLORE ARTICLE



# METRO AREA

MURPHY USA ROSWELL, NM



**MURPHY USA**  
**SUBJECT PROPERTY**  
 HWY. 380 & N. UNION AVE.

CALL FOR ADDITIONAL INFORMATION

## Dallas

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10000 N Central Expressway  
Suite 200  
Dallas, TX 75231  
(214) 522-7200

## Los Angeles

**Office**

123 Nevada Street  
El Segundo, CA 90245  
(424) 320-2321

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